

1954

CENSUS OF BUSINESS

WHOLESALE TRADE
(PRELIMINARY AREA
REPORTS-SERIES PW-1)

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1954 CENSUS OF BUSINESS

W H O L E S A L E T R A D E

Preliminary Area Reports - Series PW-1

(51 preliminary reports, one for the country as a whole, one for each State, and one each for Alaska and Hawaii. Data for the District of Columbia are shown in the report including data for Delaware, which is designated numbers 8 and 9.)

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1954 Census of Business WHOLESALE TRADE

February 1956

Series: PW-1-1

UNITED STATES SUMMARY

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

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

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



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

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

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

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

EXPLANATION OF TERMS

Establishments

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

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

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

Sales

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

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

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

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

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

Active proprietors of unincorporated businesses

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

Table 1.—PRELIMINARY 1954 WHOLESALE TRADE SUMMARY—UNITED STATES BY REGIONS, DIVISIONS, AND STATES
Establishments, Sales, Payroll and Personnel

Region, division, and State	Establishments (number)	Payroll entire year (\$1,000)	Total		Merchant wholesalers		Other types of wholesale establishments		
			Payroll and paid employees, work week ended nearest November 15		Active pro- pri- etors of unincor- porated businesses November (number)	Establish- ments (number)	Sales (\$1,000)	Establish- ments (number)	Sales (\$1,000)
			Payroll (dollars)	Employees (number)					
United States.....1954..	252,127	11,033,232	215,664,813	2,581,607	151,184	165,055	100,560,261	87,072	133,478,759
1948..	216,043	7,748,145	144,861,880	2,309,278	120,879	129,118	76,540,764	86,729	104,078,400
Percent increase 1954 over 1948 1954 Data.....	16.7	42.4	45.1	11.8	15.5	27.8	31.4	0.4	28.2
The Northeastern States.....	74,396	3,630,553	69,063,810	778,973	41,236	57,944	35,702,949	26,452	44,453,327
New England.....	14,446	693,594	12,222,515	153,033	9,236	9,567,622	6,128,727	3,446	6,128,727
Middle Atlantic.....	59,950	2,983,529	56,839,295	627,138	34,911	46,944	30,134,987	13,006	18,324,590
The North Central States.....	79,701	3,442,224	66,434,932	768,951	44,316	44,316	28,397,629	35,385	45,954,952
East North Central.....	49,364	2,452,208	46,835,659	520,650	29,255	31,129	19,426,684	18,235	31,466,790
West North Central.....	30,337	990,016	19,599,237	248,301	18,186	18,186	8,970,945	17,150	14,605,801
The South.....	60,909	2,310,039	45,760,105	645,056	37,958	38,927	22,480,478	21,582	26,782,893
South Atlantic.....	26,289	1,082,777	21,287,170	306,164	14,917	17,372	9,040,223	8,917	12,896,836
Rhode Island.....	11,264	419,192	8,285,378	121,917	7,784	7,749	4,691,119	4,115	5,527,817
West South Central.....	22,956	808,070	16,887,597	216,975	14,426	14,426	6,788,119	8,553	8,358,340
The West.....	37,521	1,650,416	34,407,966	388,027	24,549	24,549	11,979,205	13,653	16,289,948
Mountain.....	10,010	293,588	6,161,091	79,660	23,868	23,868	2,569,034	4,493	3,924,928
Pacific.....	27,511	1,356,828	28,246,875	308,367	18,262	18,262	9,410,151	8,960	13,012,020
New England.....	14,446	646,994	12,222,515	151,835	6,305	6,305	5,567,966	3,446	6,128,727
Maine.....	1,315	41,307	767,441	12,054	573	922	358,934	396	307,118
New Hampshire.....	916	19,748	329,953	5,105	289	452	175,239	164	125,873
Vermont.....	424	12,097	221,887	3,331	214	279	96,140	145	85,385
Massachusetts.....	7,926	383,955	7,867,772	86,984	3,311	3,037	3,302,272	1,889	4,176,427
Rhode Island.....	11,264	419,192	8,285,378	121,917	7,784	7,749	4,691,119	4,115	5,527,817
Connecticut.....	2,969	140,681	2,679,352	31,807	1,366	1,053	479,969	203	446,901
Middle Atlantic.....	59,950	2,983,529	56,839,295	627,138	34,911	46,944	30,134,987	13,006	38,324,950
New York.....	37,985	1,526,135	36,388,479	384,437	20,252	29,979	21,603,606	8,036	27,660,243
New Jersey.....	6,902	354,378	6,826,682	77,755	3,859	5,693	2,954,453	1,209	2,834,484
Pennsylvania.....	15,063	703,046	13,624,134	164,946	10,825	11,272	5,970,838	3,791	7,829,863
East North Central.....	49,364	2,452,208	46,835,659	520,650	29,255	31,129	19,426,684	18,235	31,466,790
Ohio.....	11,968	620,285	12,145,627	139,740	6,197	7,832	4,600,748	4,136	7,913,245
Indiana.....	5,881	223,921	4,272,823	52,826	2,646	2,646	1,820,262	2,000	2,483,100
Illinois.....	16,472	934,558	17,222,005	185,205	10,119	10,442	7,701,365	6,030	12,584,518
Michigan.....	9,439	478,003	9,329,042	99,716	6,327	6,172	3,692,625	3,267	6,399,803
Wisconsin.....	5,604	195,773	3,897,162	47,168	2,996	3,285	1,940,826	2,319	1,949,125
West North Central.....	30,337	990,016	19,599,237	248,301	18,186	18,186	8,970,945	17,150	14,605,801
Minnesota.....	6,990	239,760	4,733,423	37,100	3,000	2,828	2,240,248	3,262	3,189,882
Iowa.....	9,625	137,089	2,671,031	37,431	3,634	5,179	1,307,388	3,446	2,422,246
Missouri.....	7,597	380,341	7,461,161	88,510	4,490	4,372	3,225,270	3,225	4,930,591
North Dakota.....	2,071	32,706	690,966	8,829	852	436	255,414	1,659	597,312
South Dakota.....	1,690	27,661	566,944	8,312	902	442	223,143	1,248	2,422,246
Nebraska.....	3,002	83,156	1,668,368	23,325	1,902	1,249	776,732	1,753	1,864,578
Kansas.....	4,262	89,103	1,806,954	24,738	2,706	1,701	945,750	2,561	1,078,958
South Atlantic.....	26,289	1,082,777	21,287,170	306,164	14,917	17,372	9,040,223	8,917	12,896,836
Delaware.....	417	35,900	670,833	7,025	192	284	143,362	133	663,409
Maryland.....	3,034	140,943	2,612,117	35,227	1,831	2,827	1,101,463	827	1,473,613
District of Columbia.....	1,089	76,458	1,301,662	16,660	459	760	581,213	369	836,428
Virginia.....	3,364	134,659	2,710,802	41,150	1,821	2,027	2,249,388	1,152	1,424,438
West Virginia.....	1,824	67,411	1,358,291	17,891	848	1,361	550,524	483	516,294
North Carolina.....	4,790	166,639	3,332,982	50,660	2,840	2,840	1,211,717	1,933	1,495,897
South Carolina.....	2,014	56,245	1,085,969	18,477	1,220	1,254	627,883	760	706,867
Georgia.....	4,488	200,974	3,901,063	34,236	2,724	2,698	1,335,708	1,810	2,938,160
Florida.....	5,309	207,928	4,113,831	64,859	2,982	3,699	1,735,859	1,630	1,666,232
East South Central.....	11,264	419,192	8,185,378	121,917	7,784	7,749	4,691,119	4,115	5,527,817
Kentucky.....	2,717	104,561	2,139,866	29,985	1,846	1,719	856,252	988	1,200,430
Tennessee.....	3,867	164,671	3,230,205	46,580	2,584	2,584	1,253,110	4,314	2,360,859
Alabama.....	2,817	104,143	2,031,990	30,110	2,041	1,813	1,019,624	1,004	1,306,327
Mississippi.....	1,863	46,319	883,317	15,246	1,313	1,094	543,830	769	640,001
West South Central.....	22,956	808,070	16,287,597	216,975	15,257	14,426	8,781,119	8,550	8,358,240
Arkansas.....	1,964	67,833	915,366	14,410	1,435	1,140	507,379	824	689,909
Louisiana.....	3,633	144,994	2,832,988	40,120	2,289	2,460	1,616,388	1,193	1,297,169
Oklahoma.....	3,628	101,141	2,094,288	27,234	2,434	2,093	988,588	1,535	1,298,309
Texas.....	13,713	514,082	10,381,297	135,211	9,159	8,733	5,668,764	4,968	5,302,853
Mountain.....	10,010	293,588	6,161,091	79,660	6,287	5,317	2,569,034	4,692	3,277,928
Montana.....	1,498	29,995	620,380	7,813	687	597	265,407	431	431,901
Idaho.....	1,270	26,996	579,289	9,920	823	528	192,622	741	289,376
Wyoming.....	9,553	9,512	186,370	2,576	366	276	97,002	277	102,450
Colorado.....	2,894	100,325	2,102,658	25,227	1,919	1,544	831,931	1,350	1,378,487
New Mexico.....	1,003	27,450	584,258	7,741	703	630	281,472	370	168,220
Arizona.....	1,486	44,307	926,088	12,272	802	802	360,588	436	436,883
Utah.....	1,173	46,107	942,597	11,737	739	739	300,588	471	471,074
Nevada.....	335	9,226	190,171	2,074	248	231	109,150	104	45,037
Pacific.....	27,511	1,356,828	28,246,875	308,367	18,262	18,262	9,410,151	8,960	13,012,020
Washington.....	4,651	200,711	4,130,082	48,360	2,635	2,789	1,696,104	1,862	1,735,297
Oregon.....	2,921	123,880	2,732,982	33,010	2,035	2,035	1,047,560	1,036	1,047,560
California.....	19,869	1,033,037	21,534,660	231,055	13,617	13,827	8,432,647	6,042	10,229,123

Table 2.—PRELIMINARY 1954 WHOLESALE TRADE SUMMARY—UNITED STATES BY REGIONS, DIVISIONS AND STATES
Sales 1954 and 1948—Merchant Wholesalers and other Types of Wholesale Establishments

Regions, Division, and State	Merchant wholesalers				Other types of wholesale establishments					
	Sales 1954		Sales 1948		Percent change in sales 1954 and 1948	Sales 1954		Sales 1948		Percent change in sales 1954 and 1948
	Amount (\$1,000)	Percent of United States total	Amount (\$1,000)	Percent of United States total		Amount (\$1,000)	Percent of United States total	Amount (\$1,000)	Percent of United States total	
United States...1954..	100,560,261	100.00	xxx	xxx	31.4	133,478,759	100.00	xxx	100.00	28.2
1948..	xxx	xxx	76,540,764	100.00	xxx	xxx	xxx	104,078,040	xxx	xxx
The Northeastern States...	35,702,949	35.50	28,686,266	37.48	24.5	44,453,327	33.30	35,381,597	34.03	25.6
New England.....	5,567,924	5.54	4,517,828	5.90	13.1	6,112,728	4.55	4,536,536	4.36	35.1
Middle Atlantic.....	30,134,987	29.97	24,168,438	31.58	24.7	38,326,599	28.71	30,845,063	29.64	24.2
The North Central States...	28,397,629	28.24	22,235,583	29.05	27.5	45,952,591	34.43	37,536,688	36.07	22.4
East North Central.....	19,426,684	19.32	14,772,669	19.30	31.5	31,346,790	23.48	24,010,580	23.07	30.6
West North Central.....	8,970,945	8.92	7,463,014	9.75	20.1	24,605,801	10.94	13,526,108	13.00	38.0
The South.....	22,480,478	22.36	16,160,764	21.11	39.1	26,782,893	20.07	19,693,203	18.92	36.0
South Atlantic.....	9,040,223	8.99	6,453,983	8.43	40.1	12,896,836	9.66	9,325,041	8.96	38.3
East South Central.....	4,659,136	4.63	3,676,974	4.83	26.7	5,527,817	4.14	3,893,375	3.74	42.0
West South Central.....	8,781,119	8.73	6,029,807	7.88	45.6	8,358,240	6.26	6,474,787	6.22	29.1
The West.....	13,979,205	13.90	9,458,151	12.36	47.8	16,289,948	12.20	11,464,871	11.02	42.1
Mountain.....	2,569,054	2.55	1,729,756	2.26	48.5	3,277,928	2.46	2,436,898	2.34	34.5
Pacific.....	11,410,151	11.35	7,728,395	10.10	47.6	13,012,020	9.75	9,028,014	8.67	44.1
New England.....	5,567,962	5.54	4,517,828	5.90	23.2	6,128,777	4.59	4,536,536	4.36	35.1
Maine.....	359,934	0.36	247,968	0.32	40.7	5,307,118	0.23	4,237,446	0.23	29.3
New Hampshire.....	178,539	0.18	104,005	0.14	71.7	129,873	0.10	78,201	0.08	66.1
Vermont.....	96,140	0.10	78,157	0.10	23.0	85,385	0.08	59,053	0.06	44.6
Massachusetts.....	3,302,772	3.28	2,978,103	3.89	10.9	4,176,457	3.13	3,222,102	3.10	29.6
Rhode Island.....	479,969	0.48	346,120	0.45	38.7	446,901	0.33	366,192	0.35	32.0
Connecticut.....	1,152,108	1.15	763,455	1.00	50.9	983,003	0.74	573,342	0.55	71.5
Middle Atlantic.....	30,134,987	29.97	24,168,438	31.58	24.7	38,324,590	28.71	30,847,061	29.64	24.2
New York.....	21,609,696	21.49	17,705,211	23.13	22.1	27,660,243	20.72	23,222,189	22.31	19.1
New Jersey.....	2,954,453	2.94	1,892,679	2.47	56.1	3,824,484	2.82	1,611,118	1.55	75.9
Pennsylvania.....	5,570,838	5.54	4,570,548	5.97	21.9	7,829,863	5.87	6,013,754	5.78	30.2
East North Central.....	19,426,684	19.32	14,772,569	19.30	31.5	31,346,790	23.48	24,010,580	23.07	30.6
Ohio.....	4,600,748	4.58	3,882,463	5.07	18.5	7,913,245	5.93	5,281,396	5.17	47.0
Indiana.....	1,210,120	1.20	1,347,479	1.76	33.2	2,422,646	1.81	1,776,496	1.71	36.4
Illinois.....	7,701,365	7.66	5,821,184	7.59	33.5	12,984,518	9.43	11,436,711	10.99	30.0
Michigan.....	3,692,425	3.67	2,360,656	3.08	56.4	6,399,803	4.79	4,061,597	3.90	57.6
Wisconsin.....	1,604,826	1.60	1,369,787	1.79	17.2	1,949,125	1.46	1,352,480	1.30	44.1
West North Central.....	8,970,945	8.92	7,463,014	9.75	20.2	14,609,801	10.94	13,526,108	13.00	08.0
Minnesota.....	2,240,248	2.23	1,980,830	2.59	13.1	3,189,882	2.39	2,866,966	2.75	11.3
Iowa.....	1,377,388	1.30	949,132	1.24	37.7	1,422,646	1.07	2,276,378	2.19	36.4
Missouri.....	3,225,270	3.21	2,745,913	3.59	17.5	4,930,591	3.69	4,162,562	4.00	18.5
North Dakota.....	295,414	0.29	177,702	0.23	43.7	557,312	0.42	749,073	0.72	-25.6
South Dakota.....	229,143	0.22	173,343	0.23	27.0	362,234	0.27	606,638	0.58	-67.0
Nebraska.....	776,732	0.77	639,290	0.84	21.5	1,864,578	1.40	1,611,511	1.55	17.7
Kansas.....	945,790	0.94	796,804	1.04	18.7	1,078,998	0.81	1,254,990	1.21	-14.0
South Atlantic.....	9,040,223	8.99	6,453,983	8.43	40.1	12,896,836	9.66	9,325,041	8.96	38.3
Delaware.....	143,362	0.14	85,556	0.11	67.6	663,409	0.50	395,907	0.38	67.6
Maryland.....	1,101,963	1.10	922,997	1.21	19.4	1,473,613	1.10	1,061,559	1.02	38.8
District of Columbia.....	581,313	0.58	467,410	0.61	24.4	836,238	0.63	726,146	0.70	15.2
Virginia.....	1,249,288	1.24	926,177	1.21	34.9	1,424,438	1.07	1,013,127	0.97	40.6
West Virginia.....	350,524	0.35	364,468	0.74	-20.5	516,294	0.39	496,185	0.48	06.1
North Carolina.....	1,214,179	1.21	1,032,714	1.34	48.1	2,651,585	1.99	2,036,110	1.95	30.4
South Carolina.....	627,883	0.62	456,826	0.60	47.4	706,867	0.53	528,203	0.51	33.8
Georgia.....	1,535,708	1.53	1,063,207	1.39	44.4	2,998,160	2.22	2,084,196	2.00	41.9
Florida.....	1,739,809	1.73	944,628	1.23	88.8	1,666,232	1.25	985,608	0.95	69.1
East South Central.....	4,659,136	4.63	3,676,974	4.80	26.7	5,527,817	4.14	3,893,375	3.74	42.0
Kentucky.....	964,232	0.96	765,786	1.00	26.0	1,220,630	0.91	904,073	0.87	35.0
Tennessee.....	2,131,150	2.12	1,737,297	2.27	22.7	2,360,899	1.77	2,060,438	1.94	47.7
Alabama.....	1,019,624	1.01	757,511	0.99	34.6	1,306,327	0.98	881,123	0.85	48.4
Mississippi.....	543,830	0.54	416,380	0.54	30.6	640,001	0.48	507,740	0.49	26.0
West South Central.....	8,781,119	8.73	6,029,807	7.88	45.6	8,358,240	6.26	6,474,787	6.22	29.1
Arkansas.....	507,379	0.50	407,156	0.53	24.6	489,909	0.37	379,671	0.38	22.6
Louisiana.....	1,616,388	1.61	1,150,849	1.50	40.5	1,267,169	0.95	985,976	0.95	28.5
Oklahoma.....	385,888	0.38	719,080	0.94	-37.9	1,298,309	0.97	1,183,888	0.97	35.9
Texas.....	5,668,764	5.64	3,752,722	4.90	51.1	5,302,853	3.97	4,313,670	3.93	28.3
Mountain.....	2,569,054	2.55	1,729,756	2.26	48.5	3,277,928	2.46	2,436,898	2.34	34.5
Montana.....	265,407	0.26	192,164	0.25	38.1	431,901	0.32	382,891	0.37	12.8
Idaho.....	192,622	0.19	125,152	0.16	57.7	287,376	0.22	287,232	0.28	00.1
Wyoming.....	97,760	0.10	80,446	0.11	20.6	102,260	0.08	67,304	0.06	21.2
Colorado.....	831,931	0.83	602,621	0.81	34.0	1,378,487	1.03	981,205	0.94	4.05
New Mexico.....	281,472	0.28	148,389	0.19	89.7	168,220	0.13	104,120	0.10	61.4
Arizona.....	430,882	0.43	217,721	0.28	97.9	353,983	0.27	186,663	0.18	89.6
Utah.....	363,688	0.36	246,333	0.33	22.4	510,424	0.38	402,818	0.38	26.9
Nevada.....	109,150	0.11	53,930	0.07	102.4	45,037	0.03	24,578	0.02	83.2
Pacific.....	11,410,151	11.35	7,728,395	10.10	47.6	13,012,020	9.75	9,028,014	8.67	44.1
Washington.....	1,696,104	1.69	1,225,483	1.60	38.4	1,735,297	1.30	1,336,332	1.28	29.9
Oregon.....	1,281,400	1.27	926,358	1.21	38.0	1,047,570	0.78	918,081	0.88	34.1
California.....	8,432,647	8.39	5,574,554	7.28	51.3	10,229,153	7.61	6,773,601	6.51	31.0

- Significant decrease. xxx Not applicable.

1954 Census of Business

WHOLESALE TRADE

February 1956

LIBRARY Series: PW-1-1 Revised

UNITED STATES SUMMARY

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

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

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



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

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

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

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

EXPLANATION OF TERMS

Establishments

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

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

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

Sales

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

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

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

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

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

Active proprietors of unincorporated businesses

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

Table 1.—PRELIMINARY 1954 WHOLESALE TRADE SUMMARY—UNITED STATES BY REGIONS, DIVISIONS, AND STATES
Establishments, Sales, Payroll and Personnel

Region, division, and State	Establishments (number)	Payroll entire year (\$1,000)	Total		Merchant wholesalers			Other types of wholesale establishments	
			Payroll and paid employees, work week ended nearest November 15		Active proprietors of unincorporated businesses (number)	Establishments (number)	Sales (\$1,000)	Establishments (number)	Sales (\$1,000)
			Payroll (dollars)	Employees (number)					
United States.....1954-1948.....	252,127	11,033,232	215,664,813	2,581,007	151,184	165,055	100,560,261	87,072	133,478,759
1948.....	216,043	7,748,145	148,613,880	2,309,278	129,118	129,118	76,540,764	86,725	104,078,400
Percent increase 1954 over 1948									
1954 Data.....	16.7	42.4	45.1	11.8	15.5	27.8	31.4	0.4	28.2
The Northeastern States.....	76,396	3,630,553	69,061,810	778,973	41,236	57,944	35,702,949	16,452	44,453,337
New England.....	14,446	666,594	12,222,515	151,835	6,305	11,000	5,567,962	3,446	6,128,737
Middle Atlantic.....	59,950	2,983,959	56,839,295	627,138	34,931	46,944	30,134,987	13,006	38,324,590
The North Central States.....	79,701	3,442,224	66,434,932	768,951	47,441	44,441	26,397,422	35,385	45,952,591
East North Central.....	49,364	2,452,208	46,835,659	520,650	31,129	31,129	19,426,684	18,233	31,346,790
West North Central.....	30,337	990,016	19,599,273	248,301	16,285	13,817	8,970,745	17,150	14,605,801
The South.....	60,509	2,310,929	45,760,105	645,056	37,958	39,927	22,408,478	21,982	26,782,893
South Atlantic.....	26,289	1,082,777	21,287,170	306,164	14,917	17,372	9,040,223	8,917	10,896,836
East South Central.....	11,264	435,132	8,185,278	121,217	7,784	7,749	4,469,136	4,113	5,527,817
West South Central.....	23,956	808,070	16,287,597	216,975	15,457	14,406	8,781,110	8,550	8,388,060
The West.....	37,521	1,650,436	34,407,966	388,027	24,549	23,868	13,979,205	13,653	16,289,948
Mountain.....	10,010	293,588	6,161,091	79,660	6,287	5,317	2,569,054	4,693	3,277,928
Pacific.....	27,511	1,356,828	28,246,875	308,367	18,262	18,551	11,410,151	8,960	13,012,020
New England.....	14,446	646,994	12,222,515	151,835	6,305	11,000	5,567,962	3,446	6,128,737
Maine.....	1,315	41,307	767,441	12,054	573	922	358,934	393	307,118
New Hampshire.....	616	19,648	329,953	5,105	299	452	178,539	164	129,873
Vermont.....	424	121,897	221,887	3,331	214	279	96,140	145	85,385
Massachusetts.....	7,926	383,955	7,267,772	86,984	3,311	6,037	3,302,272	1,889	4,176,457
Rhode Island.....	1,256	49,206	926,110	12,954	682	1,053	479,969	263	446,000
Connecticut.....	2,909	140,681	2,679,352	31,807	1,366	2,257	1,152,108	652	983,004
Middle Atlantic.....	59,950	2,983,959	56,839,295	627,138	34,931	46,944	30,134,987	13,006	38,324,590
New York.....	37,985	1,926,135	36,388,479	384,437	20,252	29,979	21,609,696	8,006	27,660,243
New Jersey.....	6,902	354,378	6,826,682	77,755	3,859	5,693	2,954,453	1,209	2,834,484
Pennsylvania.....	15,063	703,462	13,624,134	164,948	10,620	11,272	5,570,838	3,791	7,829,863
East North Central.....	49,364	2,452,208	46,835,659	520,650	29,255	29,255	31,346,790	18,233	31,346,790
Ohio.....	11,968	620,285	12,445,627	153,740	6,197	7,832	4,600,748	4,136	7,913,245
Indiana.....	7,881	222,005	4,223,005	52,821	3,288	3,981	1,857,100	2,483	2,500,059
Illinois.....	16,742	934,558	17,227,005	185,205	10,119	10,442	7,701,365	6,030	8,158,518
Michigan.....	9,439	478,003	9,329,042	99,716	6,327	6,172	3,692,625	3,267	6,399,803
Wisconsin.....	5,604	195,771	3,879,162	47,168	2,996	3,285	1,604,826	2,919	1,949,125
West North Central.....	30,337	990,016	19,599,273	248,301	18,186	13,817	8,970,745	17,150	14,605,801
Minnesota.....	6,090	229,760	4,733,223	57,100	3,500	2,828	2,040,248	3,652	3,689,802
Iowa.....	1,625	137,289	2,671,091	27,431	1,834	2,179	1,207,388	3,446	2,422,246
Missouri.....	7,597	380,341	7,461,681	88,510	4,490	4,372	3,225,270	3,223	4,930,591
North Dakota.....	2,071	32,706	690,966	8,855	850	416	255,414	1,655	597,512
South Dakota.....	1,650	27,661	566,964	8,312	802	642	220,143	1,248	562,234
Nebraska.....	3,002	83,156	1,668,368	23,325	1,902	1,249	776,732	1,753	1,864,578
Kansas.....	4,262	89,103	1,806,934	24,738	2,706	1,701	945,590	2,561	1,078,958
South Atlantic.....	26,289	1,082,777	21,287,170	306,164	14,917	17,372	9,040,223	8,917	10,896,836
Delaware.....	417	15,900	670,833	7,025	192	284	143,362	133	163,409
Maryland.....	3,034	140,943	2,612,117	35,227	1,831	2,207	1,103,963	827	1,473,613
District of Columbia.....	1,089	76,458	1,901,662	16,661	459	760	581,513	329	836,238
Virginia.....	3,364	134,659	2,710,802	41,150	1,821	2,212	1,269,288	1,152	1,424,438
West Virginia.....	1,824	67,411	1,356,251	17,851	848	1,341	550,524	483	516,294
North Carolina.....	6,750	266,659	3,335,982	50,660	2,840	2,957	1,514,173	1,713	2,631,489
South Carolina.....	2,014	56,245	1,085,569	18,457	1,220	1,254	670,863	760	706,867
Georgia.....	4,488	200,574	3,901,063	34,236	2,724	2,638	1,335,708	1,830	2,998,160
Florida.....	5,309	207,928	4,115,851	64,897	5,982	5,699	1,735,809	1,610	1,666,232
East South Central.....	11,264	419,192	8,185,278	121,917	7,784	7,749	4,469,136	4,113	5,527,817
Alabama.....	2,717	104,061	2,039,856	29,881	1,719	1,661	864,332	1,220	1,020,453
Tennessee.....	3,867	164,671	3,230,205	46,580	2,584	2,523	1,231,150	1,344	2,360,859
Alabama.....	2,817	104,141	2,031,990	30,110	2,041	1,813	1,019,620	1,004	1,306,327
Mississippi.....	1,863	46,319	883,317	15,246	1,313	1,094	543,630	769	640,001
West South Central.....	23,956	808,070	16,287,597	216,975	15,297	14,406	8,781,110	8,550	8,388,240
Arkansas.....	1,964	47,853	975,366	14,410	1,435	1,140	507,379	624	489,909
Louisiana.....	3,633	144,694	2,864,908	40,220	2,440	2,229	1,145,888	1,193	1,473,613
Oklahoma.....	3,628	101,141	2,094,288	27,234	2,434	2,093	988,588	1,535	1,298,309
Texas.....	13,731	514,082	10,381,271	135,211	9,159	8,733	5,688,764	4,998	5,302,853
Mountain.....	10,010	293,588	6,161,091	79,660	6,287	5,317	2,569,054	4,692	3,277,928
Montana.....	1,498	29,995	620,380	7,813	687	597	265,407	941	431,901
Idaho.....	1,270	26,906	578,289	9,620	823	629	192,622	742	287,576
Wyoming.....	553	9,212	186,370	2,576	366	276	97,002	272	102,450
Colorado.....	2,924	100,325	2,102,658	25,927	1,913	1,944	831,931	1,390	1,378,487
New Mexico.....	1,003	24,560	384,258	4,741	703	630	281,672	373	368,223
Arizona.....	4,186	84,867	984,288	16,774	1,617	1,650	438,882	1,163	1,047,570
Utah.....	1,171	46,107	942,597	11,737	739	700	360,388	476	510,474
Nevada.....	335	9,226	190,171	2,074	248	231	109,150	104	45,037
Pacific.....	27,511	1,356,828	28,246,875	308,367	18,262	18,551	11,410,151	8,960	13,012,020
Washington.....	4,651	200,771	4,136,082	43,560	2,615	2,789	1,696,104	1,662	1,735,297
Oregon.....	2,921	123,000	2,732,034	28,052	1,938	1,925	1,281,600	1,056	1,047,570
California.....	19,869	1,033,037	21,534,660	281,255	13,637	13,827	8,342,647	6,042	10,229,153

Table 2.—PRELIMINARY 1954 WHOLESALE TRADE SUMMARY—UNITED STATES BY REGIONS, DIVISIONS AND STATES
Sales 1954 and 1948—Merchant Wholesalers and other types of Wholesale Establishments

Regions, Division, and State	Merchant wholesalers					Other types of wholesale establishments				
	Sales 1954		Sales 1948		Percent change in sales 1954 and 1948	Sales 1954		Sales 1948		Percent change in sales 1954 and 1948
	Amount (\$1,000)	Percent of United States total	Amount (\$1,000)	Percent of United States total		Amount (\$1,000)	Percent of United States total	Amount (\$1,000)	Percent of United States total	
United States...1954..	100,560,261	100.00	xxx	xxx	31.4	xxx	100.00	xxx	100.00	28.4
United States...1948..	xxx	xxx	76,540,764	100.00	xxx	133,478,759	xxx	104,078,400	xxx	xxx
The Northeastern States.....	35,702,949	35.50	28,686,266	37.48	24.5	44,453,327	33.30	35,383,597	34.00	25.6
New England.....	5,267,962	5.54	4,517,828	5.90	23.2	6,128,737	4.59	4,536,536	4.36	35.1
Middle Atlantic.....	30,134,987	29.97	24,168,438	31.58	24.7	38,324,590	28.71	30,847,061	29.64	24.2
The North Central States.....	28,397,629	28.24	22,235,583	29.05	27.5	45,952,591	34.43	37,536,688	36.07	22.4
East North Central.....	19,426,684	19.32	14,772,569	19.30	31.5	31,346,790	23.48	24,520,580	23.07	30.6
West North Central.....	8,970,945	8.92	7,463,014	9.75	20.2	14,605,801	10.94	13,016,108	13.00	10.0
The South.....	22,480,478	22.36	16,160,764	21.11	39.1	26,785,893	20.07	19,693,203	18.92	36.0
South Atlantic.....	9,040,223	8.99	6,453,983	8.43	40.1	12,896,836	9.66	9,325,041	8.96	38.3
East South Central.....	96,143	0.10	78,157	0.10	27.6	2,527,817	1.92	3,893,375	3.74	42.0
West South Central.....	8,781,119	8.73	6,029,807	7.88	45.6	8,358,240	6.26	6,474,787	6.22	29.1
The West.....	13,979,205	13.90	9,458,151	12.36	47.8	16,239,948	12.20	11,464,912	11.02	42.1
Mountain.....	2,569,054	2.55	1,729,756	2.26	46.5	3,277,928	2.46	2,436,898	2.34	34.5
Pacific.....	11,410,151	11.35	7,728,395	10.10	47.6	13,012,020	9.75	9,028,014	8.67	44.1
New England.....	5,567,962	5.54	4,517,828	5.90	23.2	6,128,737	-4.59	4,536,536	4.36	35.1
Maine.....	358,934	0.36	247,988	0.32	44.7	307,118	0.23	237,446	0.23	29.3
New Hampshire.....	1,782,590	0.18	104,025	0.14	71.7	129,873	0.10	78,201	0.08	66.1
Vermont.....	96,143	0.10	78,157	0.10	23.6	83,335	0.08	59,053	0.06	44.6
Massachusetts.....	3,203,272	3.28	2,978,103	3.89	10.9	4,176,457	3.13	3,222,102	3.10	29.6
Rhode Island.....	479,969	0.48	346,120	0.45	38.7	446,903	0.33	366,392	0.35	22.0
Connecticut.....	1,152,108	1.15	763,455	1.00	50.9	965,003	0.74	573,342	0.55	71.5
Middle Atlantic.....	30,134,987	29.97	24,168,438	31.58	24.7	38,324,590	28.71	30,847,061	29.64	24.2
New York.....	21,609,696	21.49	17,705,211	23.13	22.1	27,666,213	20.72	23,222,189	22.31	19.1
New Jersey.....	2,954,123	2.94	2,352,547	3.08	16.4	3,131,222	2.35	2,131,222	2.07	24.0
Pennsylvania.....	5,570,838	5.54	4,570,548	5.97	21.9	7,829,863	5.87	6,013,754	5.78	30.2
West North Central.....	19,426,684	19.32	14,772,569	19.30	31.5	31,346,790	23.48	24,010,580	23.07	30.6
Ohio.....	4,650,748	4.58	3,682,465	5.07	18.5	7,913,245	5.93	5,383,396	5.17	47.0
Indiana.....	1,827,120	1.82	1,347,479	1.76	35.6	2,500,099	1.87	1,776,396	1.71	40.7
Illinois.....	7,701,365	7.66	5,812,184	7.59	32.5	12,548,518	9.43	11,436,711	10.99	10.0
Michigan.....	3,622,625	3.62	2,360,569	3.08	56.4	6,399,833	4.79	4,681,957	4.52	25.6
Wisconsin.....	1,604,826	1.60	1,169,787	1.53	17.2	1,949,125	1.46	1,352,480	1.30	44.1
West North Central.....	8,970,945	8.92	7,463,014	9.75	20.2	14,605,801	10.94	13,016,108	13.00	10.0
Minnesota.....	2,240,248	2.23	1,980,830	2.59	13.1	3,189,882	2.39	2,866,956	2.75	18.3
Iowa.....	1,307,388	1.30	949,132	1.24	37.7	2,422,246	1.81	2,276,738	2.19	06.4
Missouri.....	3,225,270	3.21	2,745,913	3.59	17.5	4,930,391	3.69	4,182,562	4.00	18.5
North Dakota.....	255,414	0.25	177,702	0.23	43.7	557,312	0.42	349,073	0.32	-25.6
South Dakota.....	220,143	0.22	173,343	0.23	27.0	562,234	0.42	604,638	0.58	-07.0
Nebraska.....	776,732	0.77	639,290	0.84	21.5	1,864,578	1.40	1,611,511	1.55	15.7
Kansas.....	945,750	0.94	796,984	1.04	18.7	1,076,958	0.81	1,254,990	1.21	-14.0
South Atlantic.....	9,040,223	8.99	6,453,983	8.43	40.1	12,896,836	9.66	9,325,041	8.96	38.3
Delaware.....	143,362	0.14	85,556	0.11	67.6	663,409	0.50	395,907	0.38	67.6
Maryland.....	1,101,963	1.10	922,997	1.21	19.4	1,473,513	1.10	1,061,559	1.02	38.8
District of Columbia.....	581,513	0.58	467,410	0.61	24.4	836,238	0.63	726,146	0.70	15.2
Virginia.....	1,249,288	1.24	926,177	1.21	34.9	1,424,438	1.07	1,013,127	0.97	40.6
West Virginia.....	550,524	0.55	354,468	0.74	40.5	716,294	0.39	466,185	0.48	34.1
North Carolina.....	1,514,173	1.51	1,021,174	1.34	48.2	2,651,585	1.99	2,034,110	1.95	30.4
South Carolina.....	627,883	0.62	456,826	0.60	37.4	706,867	0.53	528,203	0.51	33.8
Georgia.....	1,523,819	1.52	1,021,174	1.34	44.4	2,950,542	2.22	2,084,196	2.02	31.6
Florida.....	1,735,809	1.73	944,628	1.23	83.8	1,666,232	1.25	985,608	0.95	69.1
East South Central.....	4,659,136	4.63	3,676,974	4.80	26.7	5,527,817	4.14	3,893,375	3.74	42.0
Kentucky.....	984,532	0.98	765,796	1.00	26.0	1,220,630	0.91	904,073	0.87	35.0
Tennessee.....	2,131,150	2.12	1,737,297	2.27	22.7	2,360,859	1.77	1,600,439	1.54	47.3
Alabama.....	1,019,624	1.01	757,511	0.99	34.6	1,306,327	0.98	881,123	0.85	48.3
Mississippi.....	543,800	0.54	416,380	0.54	30.6	640,001	0.48	507,740	0.49	26.0
West South Central.....	8,781,119	8.73	6,029,807	7.88	45.6	8,358,240	6.26	6,474,787	6.26	29.1
Arkansas.....	507,379	0.50	407,156	0.53	24.5	489,909	0.37	399,657	0.38	67.6
Louisiana.....	1,616,388	1.61	1,150,949	1.50	40.5	1,267,169	0.95	985,976	0.95	28.5
Oklahoma.....	988,588	0.98	719,080	0.94	37.5	1,298,309	0.97	955,490	0.92	35.9
Texas.....	5,668,764	5.64	3,752,722	4.90	51.1	5,302,853	3.97	4,133,670	3.97	28.3
Mountain.....	2,569,054	2.55	1,729,756	2.26	48.5	3,277,928	2.46	2,436,898	2.34	34.5
Montana.....	265,407	0.26	192,164	0.25	36.1	431,901	0.32	382,891	0.37	12.8
Idaho.....	132,625	0.13	122,152	0.16	57.7	287,776	0.22	287,232	0.28	00.1
Wyoming.....	97,002	0.10	80,446	0.11	20.6	102,450	0.08	67,304	0.06	52.2
Colorado.....	831,931	0.83	620,621	0.81	34.0	1,378,487	1.03	981,205	0.94	4.05
New Mexico.....	281,472	0.28	148,389	0.19	89.7	165,222	0.13	104,213	0.10	63.4
Arizona.....	360,882	0.43	217,721	0.28	97.9	351,983	0.27	186,663	0.18	89.6
Utah.....	360,588	0.36	294,333	0.38	22.5	510,474	0.38	402,815	0.39	26.7
Nevada.....	109,150	0.11	53,930	0.07	102.4	45,037	0.03	24,578	0.02	83.2
11,410,151	11.35	7,728,395	10.10	47.6	13,012,020	9.75	9,028,014	8.67	44.1	
Pacific.....	1,696,104	1.69	1,225,483	1.60	38.4	1,735,297	1.30	1,336,332	1.28	29.9
Washington.....	1,281,406	1.28	826,387	1.11	55.8	1,340,579	1.01	916,383	0.88	44.1
Oregon.....	6,425,647	6.39	5,574,554	7.28	51.3	10,229,153	7.66	6,773,601	6.51	51.0
California.....										

- Signifies decrease. xxx Not applicable.

1954 Census of Business WHOLESALE TRADE

January 1956

Series: PW-1-2

ALABAMA

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

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

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



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

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

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

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

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

EXPLANATION OF TERMS

Establishments

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

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

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

Sales

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

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

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

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

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

Active proprietors of unincorporated businesses

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

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Alabama, total.....1954..	2,817	104,141	2,031,990	30,110	2,041	1,813	1,019,624	1,004	11,306,327
1948..	2,386	71,553	1,374,840	26,174	1,755	1,397	757,511	989	881,123
Autauga County.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Baldwin County.....	4	461	8,887	218	45	29	6,561	15	8,843
Barbour County.....	23	173	3,820	117	16	9	1,978	14	5,251
Bufala.....	14	(D)	(D)	(D)	(D)	7	(D)	7	(D)
Remainder of County.....	9	(D)	(D)	(D)	(D)	2	(D)	7	(D)
Bibb County.....	6	(D)	(D)	(D)	(D)	3	(D)	3	(D)
Blount County.....	13	134	2,690	95	11	10	1,087	3	777
Bullock County.....	10	56	1,324	34	17	4	4,653	6	1,392
Butler County.....	12	127	2,413	52	11	7	1,836	5	1,784
Greenville.....	12	127	2,413	52	11	7	1,835	5	1,784
Remainder of County.....	***	***	***	***	***	***	***	***	***
Calhoun County.....	65	2,365	44,679	734	38	44	22,724	21	14,028
Camden.....	52	2,165	40,442	623	28	37	20,381	15	12,602
Remainder of County.....	13	200	4,237	111	10	7	1,643	6	1,426
Chambers County.....	9	34	794	18	9	5	369	4	2,097
Lanett.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	3	(D)	3	(D)
Cherokee County.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)
Chilton County.....	18	158	2,797	85	14	8	1,479	10	3,087
Choctaw County.....	6	(D)	(D)	(D)	(D)	2	(D)	4	(D)
Clarke County.....	15	152	2,573	51	10	7	1,535	8	3,193
Clay County.....	7	(D)	(D)	(D)	(D)	2	(D)	5	(D)
Cleburne County.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)
Coffee County.....	21	219	3,794	96	21	13	2,392	8	3,931
Enterprise.....	11	116	1,701	43	10	6	1,278	5	2,592
Remainder of County.....	10	103	2,093	53	11	7	1,114	3	1,339
Colbert County.....	45	1,288	26,105	417	42	32	10,395	13	16,717
Greenville.....	31	1,135	22,762	343	31	22	9,735	8	14,967
Tusculum.....	13	(D)	(D)	(D)	(D)	1	(D)	4	(D)
Remainder of County.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***
Conecuh County.....	10	74	1,371	31	13	6	2,901	4	3,622
Coosa County.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)
Covington County.....	38	662	13,657	310	28	21	13,184	17	11,731
Andalusia.....	21	416	8,178	143	18	15	4,398	6	6,864
Opp.....	10	(D)	(D)	(D)	(D)	5	(D)	5	(D)
Remainder of County.....	7	(D)	(D)	(D)	(D)	1	(D)	6	(D)
Crenshaw County.....	16	252	4,371	128	16	10	2,850	6	4,388
Cullman County.....	42	647	12,175	277	54	26	10,875	16	6,802
Dallas.....	38	(D)	(D)	(D)	(D)	23	(D)	15	(D)
Remainder of County.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Dale County.....	14	184	4,228	116	15	7	3,423	7	2,968
Oscar.....	13	(D)	(D)	(D)	(D)	7	(D)	3	(D)
Remainder of County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Dallas County.....	60	1,381	26,769	491	56	48	20,686	12	10,045
Seale.....	56	(D)	(D)	(D)	(D)	45	(D)	11	(D)
Remainder of County.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
De Kalb County.....	26	271	5,535	127	26	16	4,444	10	4,210
Fort Payne.....	19	(D)	(D)	(D)	(D)	11	(D)	6	(D)
Remainder of County.....	7	(D)	(D)	(D)	(D)	5	(D)	2	(D)
Elmore County.....	14	111	2,390	55	13	11	1,699	3	872
Etowah County.....	38	719	13,542	252	25	21	4,787	17	10,443
Attala.....	17	341	6,498	120	(D)	8	2,158	9	7,406
Brewton.....	18	(D)	(D)	(D)	(D)	11	(D)	7	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Etowah County.....	74	1,437	26,311	452	55	57	16,553	17	8,401
Attala.....	8	(D)	(D)	(D)	(D)	7	(D)	6	(D)
Gadsden.....	61	(D)	(D)	(D)	(D)	45	(D)	16	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	5	(D)	***	***
Fayette County.....	14	236	4,901	103	14	9	2,448	5	1,578
Franklin County.....	12	131	2,640	55	13	7	2,831	5	1,655
Russellville.....	9	(D)	(D)	(D)	(D)	6	(D)	3	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Geneva County.....	20	243	3,939	122	19	9	1,770	11	7,461

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.
 *Not comparable with information in 1948 and previous wholesale Census publications due to differences in reporting sales offices of steel companies.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November	Establishments	Sales	Establishments	Sales
			Payroll (Dollars)	Employees (Number)					
(Number)	(\$1,000)	(Dollars)	(Number)	(Number)	(Number)	(Number)	(\$1,000)	(Number)	(Dollars)
Greene County.....	7	86	1,353	30	5	4	1,740	3	569
Hale County.....	10	116	2,226	41	5	3	650	7	2,647
Henry County.....	7	(D)	(D)	(D)	(0)	2	(D)	5	(D)
Houston County.....	87	2,120	41,703	744	71	63	24,980	24	14,433
Indian County.....	80	(D)	(D)	(D)	(D)	58	(D)	22	(D)
Remainder of County.....	7	(D)	(D)	(D)	(D)	5	(D)	2	(D)
Jackson County.....	12	219	4,199	88	11	6	4,380	6	3,991
Jefferson County.....	813	52,469	1,009,373	12,898	429	511	365,534	302	167,235
Reagan County.....	17	946	16,589	284	12	13	12,472	4	1,780
Birmingham.....	709	49,421	956,094	12,005	391	483	367,978	266	575,298
Fairfield.....	4	(D)	(D)	(D)	(D)	***	(D)	6	(D)
Ramoth.....	9	(D)	(D)	(D)	(D)	***	(D)	6	(D)
Mountain Brook.....	3	47	1,095	7	1	***	***	3	1,584
Tarrant City.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Remainder of County.....	29	(D)	(D)	(D)	(D)	11	(D)	18	(D)
Lamar County.....	7	(D)	(D)	(D)	(D)	2	(D)	5	(D)
Lawrence County.....	47	824	17,115	297	39	34	12,762	13	7,961
Waynes County.....	45	(D)	(D)	(D)	(D)	32	(D)	13	(D)
Remainder of County.....	2	(D)	(D)	(D)	(D)	2	(D)	***	***
Lawrence County.....	5	(D)	(D)	(D)	(0)	1	(D)	4	(D)
Lee County.....	34	685	13,016	262	30	21	15,950	13	6,532
Auburn.....	3	(D)	(D)	(D)	(D)	3	(D)	***	***
Ozark.....	27	606	11,236	229	22	17	15,069	10	5,843
Remainder of County.....	4	(D)	(D)	(D)	(D)	1	(D)	3	(D)
Limestone County.....	17	197	3,891	113	15	9	5,699	8	3,674
Athens.....	13	(D)	(D)	(D)	(D)	8	(D)	5	(D)
Remainder of County.....	4	(D)	(D)	(D)	(D)	1	(D)	3	(D)
Lowndes County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Macon County.....	13	150	2,678	57	15	9	4,307	4	762
Tuskegee.....	10	(D)	(D)	(D)	(D)	7	(D)	3	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Madison County.....	45	971	20,110	389	43	36	28,291	9	8,629
Huntsville.....	42	(D)	(D)	(D)	(D)	34	(D)	6	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Marion County.....	18	459	8,881	202	22	7	6,016	11	6,562
Demopolis.....	15	432	8,291	193	16	7	6,016	8	6,299
Remainder of County.....	3	27	590	9	6	***	***	3	263
Marion County.....	9	46	923	19	9	3	419	6	2,356
Marshall County.....	49	604	13,028	239	54	30	30,353	19	10,580
Albertville.....	20	232	4,730	80	25	18	15,135	5	2,312
Guntersville.....	18	287	6,469	110	15	9	13,840	9	5,510
Remainder of County.....	11	85	1,829	49	14	6	1,378	5	2,758
Mobile County.....	339	15,981	331,924	4,419	204	257	150,980	82	115,094
Mobile.....	283	14,699	304,599	3,925	168	212	136,593	71	105,807
Prichard.....	12	223	4,993	87	6	9	2,994	3	2,425
Remainder of County.....	44	1,059	22,332	407	30	36	11,393	8	6,862
Monroe County.....	11	97	1,950	37	9	4	660	7	4,402
Montgomery County.....	242	10,803	206,650	3,132	149	167	111,856	75	90,191
Montgomery.....	235	10,459	200,081	3,037	147	164	111,221	71	84,770
Remainder of County.....	7	344	6,569	95	18	3	635	4	5,421
Morgan County.....	57	1,336	26,543	500	48	36	23,784	21	12,885
Beaufort.....	49	1,176	23,272	473	42	32	22,124	10	11,650
Remainder of County.....	8	62	1,271	27	7	4	1,660	4	1,225
Perry County.....	8	(D)	(D)	(D)	(D)	2	(D)	6	(D)
Pickens County.....	12	(D)	(D)	(D)	(D)	2	(D)	10	(D)
Pike County.....	34	454	9,147	198	31	17	3,727	17	8,525
Troy.....	25	(D)	(D)	(D)	(D)	15	(D)	10	(D)
Remainder of County.....	9	(D)	(D)	(D)	(D)	2	(D)	7	(D)
Randolph County.....	16	132	2,730	64	11	9	1,552	7	2,070
Rockwell.....	14	(D)	(D)	(D)	(D)	7	(D)	7	(D)
Remainder of County.....	2	(D)	(D)	(D)	(D)	2	(D)	***	***
Russell County.....	13	(D)	(D)	(D)	(D)	12	(D)	1	(D)
Phenix City.....	8	(D)	(D)	(D)	(D)	7	(D)	1	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	5	(D)	***	(D)
St. Clair County.....	9	45	843	18	6	3	237	6	1,299
Shelby County.....	9	122	2,300	42	8	4	353	5	3,869
Suwanee County.....	13	69	1,616	64	9	5	491	8	2,283

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

*Not comparable with information in 1948 and previous wholesale Census publications due to differences in reporting sales offices of steel companies.

Establishments, Sales, Payroll, and Personnel

County and city	Total				Merchant wholesalers		Other operating types		
	Establishments (Number)	Payroll entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Talladega County.....	41	643	124,529	211	41	28	84,228	13	51,116
Sylacauga.....	22	364	79,929	123	21	15	44,480	7	24,694
Talladega.....	14	(D)	(D)	(D)	(D)	9	(D)	5	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Tallapoosa County.....	26	413	8,327	182	22	17	6,046	9	24,080
Alexander City.....	13	220	44,153	92	11	9	34,282	4	809
Remainder of County.....	13	193	4,174	90	11	8	2,764	5	14,131
Tuscaloosa County.....	55	14,897	354,803	625	46	43	244,564	12	114,531
Tuscaloosa.....	52	(D)	(D)	(D)	(D)	41	(D)	11	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Walker County.....	29	406	84,830	175	33	18	64,300	11	34,915
Jasper.....	23	(D)	(D)	(D)	(D)	14	(D)	9	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	4	(D)	2	(D)
Washington County.....	11	156	54,845	89	5	8	14,197	3	910
Wilcox County.....	9	(D)	(D)	(D)	(D)	2	(D)	7	(D)
Winston County.....	12	122	24,245	51	8	7	44,041	5	14,429

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

ALABAMA (67 COUNTIES)



PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes. Announcements concerning the bulletin series and the volumes may be obtained by filling out the form on the next page.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

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REQUESTS FOR ANNOUNCEMENTS OF 1954 CENSUS OF BUSINESS BULLETINS AND VOLUMES

To receive announcements concerning forthcoming 1954 Census of Business publications, complete this sheet, detach and mail to **Bureau of the Census, Washington 25, D. C.**

(Check appropriate boxes to show the series for which announcements are desired)

- | Retail Trade | Wholesale Trade | Selected Service Trades |
|--|--|--|
| <input type="checkbox"/> Area Bulletins | <input type="checkbox"/> Area Bulletins | <input type="checkbox"/> Area Bulletins |
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| | <input type="checkbox"/> 1954 Census of Business—Puerto Rico | |

ORDERS FOR ADDITIONAL COPIES OF PRELIMINARY REPORTS OF 1954 CENSUS OF BUSINESS RESULTS

Three separate *preliminary* series of reports—for retail trade, for wholesale trade, and for selected service trades—are being issued. Each of these three preliminary series consists of a United States report and a report for each State. Orders for copies of preliminary reports should be sent to the Bureau of the Census, Washington 25, D. C. Payment must be included with your order. Make checks or money orders payable to Census, Department of Commerce. Government Printing Office coupons or authorizations to charge the amount to your account with the Superintendent of Documents will also be acceptable. In the last instance, please report your account number. **The cost of each report is 10 cents.**

Please indicate number of copies and the name of each State for which reports are requested:

RETAIL TRADE		WHOLESALE TRADE		SELECTED SERVICE TRADES	
No.	States requested	No.	States requested	No.	States requested
All Retail Trade reports. Price \$4.00		All Wholesale Trade reports. Price \$4.00		All Selected Service reports. Price \$4.00	

Total number of copies ordered: -----
(Number)

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Your Name -----

Street Address ----- City ----- Zone ----- State -----

1954 Census of Business

WHOLESALE TRADE

December 1955

Series: PW-1-3

ARIZONA

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

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

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



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

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

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

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

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

EXPLANATION OF TERMS

Establishments

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

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

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

Sales

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

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

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

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll periods was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

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

Active proprietors of unincorporated businesses

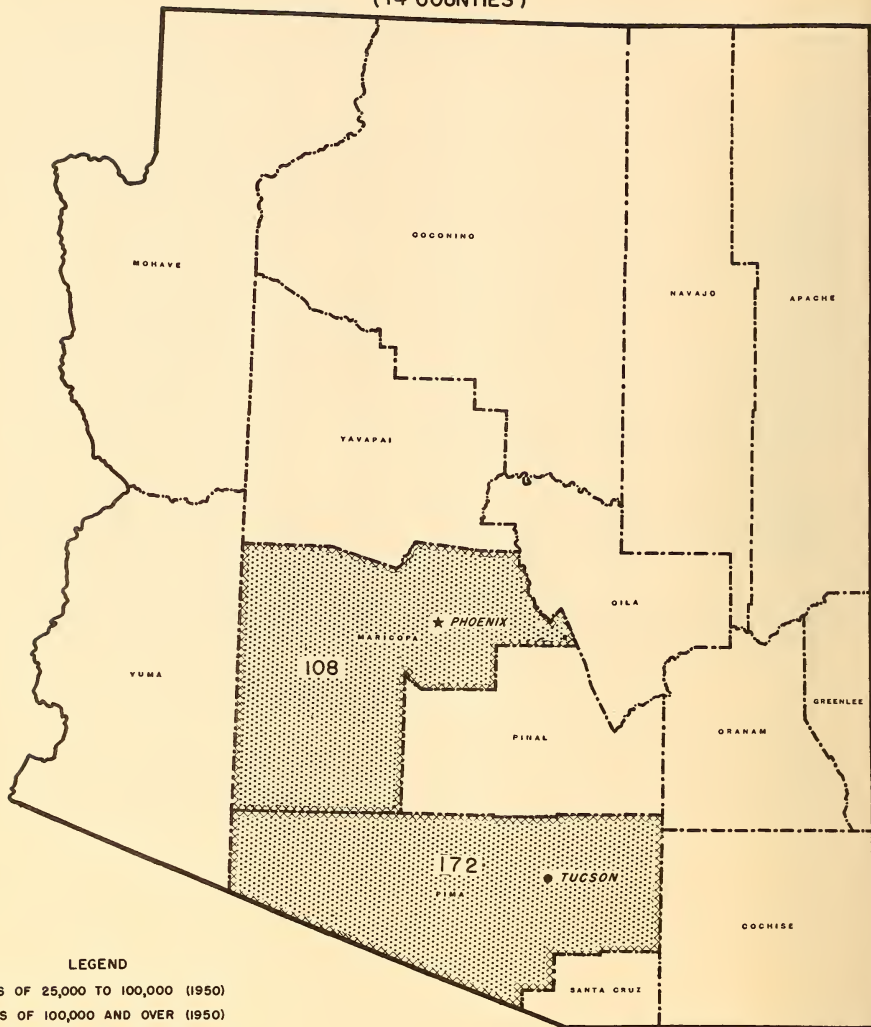
Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Arizona, total, 1954..	1,286	44,367	956,098	12,272	802	850	430+882	436	353,983
1948..	785	23,115	439,029	7,805	513	430	217,721	355	186,663
Apache County.....	3	***	***	***	3	***	***	3	763
Chino County.....	43	479	9,277	142	29	21	2+652	22	6+246
Douglas.....	8	(D)	(D)	(D)	(D)	7	(D)	1	(D)
Remainder of County.....	35	(D)	(D)	(D)	(D)	14	(D)	21	(D)
Cochise County.....	35	497	10,632	134	26	21	8+036	14	4+310
Flagstaff.....	24	453	9,759	120	17	17	7+403	7	2+704
Remainder of County.....	11	42	873	14	9	4	573	7	1+601
Gila County.....	23	368	8+170	94	14	13	3+521	10	3+191
Globe.....	12	(D)	(D)	(D)	(D)	10	(D)	2	(D)
Remainder of County.....	11	(D)	(D)	(D)	(D)	3	(D)	8	(D)
Graham County.....	20	274	5+933	86	12	13	2+619	7	2+196
Greenlee County.....	8	50	1+051	16	6	4	319	4	408
Maricopa County.....	721	32,361	701,261	9,054	443	4+43	304+175	228	252,708
Glendale.....	8	107	1+993	25	5	5	809	3	4+427
Mesa.....	26	717	17,306	280	18	12	3+274	14	6+021
Phoenix.....	549	25,985	541,885	6,385	313	346	252+925	155	199,678
Tempe.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Remainder of County.....	134	(D)	(D)	(D)	(D)	79	(D)	58	(D)
Mohave County.....	15	63	1+130	17	17	8	642	7	1+601
Navajo County.....	27	285	5+715	83	22	13	1+824	14	5+966
Winslow.....	10	121	2+074	28	10	5	815	5	1+112
Remainder of County.....	17	164	3+641	55	12	8	1+008	9	4+654
Pima County.....	208	6+866	139,742	1+678	99	102	77+948	46	22+884
Tucson.....	176	5+844	127+101	1+510	73	140	72+135	36	24+884
Remainder of County.....	32	642	12+641	168	26	22	5+809	10	4+602
Pinal County.....	41	664	16+487	182	33	19	3+965	22	7+454
Santa Cruz County.....	37	389	5+975	138	27	17	5+839	20	14+074
Nogales.....	36	(D)	(D)	(D)	(D)	17	(D)	19	(D)
Remainder of County.....	1	(D)	(D)	(D)	(D)	***	(D)	1	(D)
Yavapai County.....	44	603	14+943	166	35	26	3+021	18	5+194
Prescott.....	21	405	12+231	129	17	17	4+355	4	1+629
Remainder of County.....	23	138	2+674	37	18	9	866	14	3+965
Yuma County.....	61	1+848	35+820	482	36	40	14+725	21	19+888
Yuma.....	35	996	20+495	269	16	25	8+354	10	15+592
Remainder of County.....	26	852	15+325	213	20	15	6+371	11	4+296

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ARIZONA
(14 COUNTIES)



LEGEND

● PLACES OF 25,000 TO 100,000 (1950)

★ PLACES OF 100,000 AND OVER (1950)



STANDARD METROPOLITAN AREA

STANDARD METROPOLITAN AREA

CODE

108 PHOENIX

172 TUCSON

PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

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CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

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- | | | |
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<input type="checkbox"/> Area Bulletins
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<input type="checkbox"/> Census Volumes | Selected Service Trades
<input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
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| <input type="checkbox"/> Public Merchandise Warehouses
<input type="checkbox"/> 1954 Census of Business—Puerto Rico | | |

ORDERS FOR ADDITIONAL COPIES OF PRELIMINARY REPORTS OF 1954 CENSUS OF BUSINESS RESULTS

Three separate *preliminary* series of reports—for retail trade, for wholesale trade, and for selected service trades—are being issued. Each of these three preliminary series consists of a United States report and a report for each State. Orders for copies of preliminary reports should be sent to the Bureau of the Census, Washington 25, D. C. Payment must be included with your order. Make checks or money orders payable to the Bureau of the Census, Department of Commerce. Government Printing Office coupons or authorizations to charge the amount to your account with the Superintendent of Documents will also be acceptable. In the last instance, please report your account number. **The cost of each report is 10 cents.**

Please indicate number of copies and the name of each State for which reports are requested:

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DEPARTMENT OF COMMERCE

BUREAU OF THE CENSUS

WASHINGTON 25, D. C.

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(PMGC)

1954 Census of Business

WHOLESALE TRADE

CENSUS VERTICAL FILE

February 1956

Series: PW-1-4

ARKANSAS

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides preliminary findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

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

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



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

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

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

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

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

EXPLANATION OF TERMS

Establishments

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

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

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

Sales

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

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

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

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

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

Active proprietors of unincorporated businesses

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

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Arkansas, total.....1954..	1,964	47,853	915,366	14,410	1,435	1,140	507,979	824	489,509
.....1948..	2,008	34,407	700,047	14,099	1,480	1,071	407,156	1,068	399,651
Arkansas County.....	42	506	9,091	172	28	12	4,979	23	4,545
Stuttgart.....	23	341	6,337	111	16	10	3,863	13	2,388
Remainder of County.....	19	165	2,754	61	12	9	1,116	10	2,157
Ashley County.....	14	140	3,395	54	9	5	1,832	9	1,396
Baxter County.....	6	(D)	(D)	(D)	(D)	2	(D)	4	(D)
Benton County.....	46	571	10,131	240	37	23	7,053	23	5,504
Boone County.....	31	500	12,273	195	25	16	5,839	15	4,488
Harrison.....	24	(D)	(D)	(D)	(D)	14	(D)	10	(D)
Remainder of County.....	7	(D)	(D)	(D)	(D)	2	(D)	5	(D)
Bradley County.....	17	156	3,165	74	16	6	1,234	11	1,072
Calhoun County.....	***	***	***	***	***	***	***	***	***
Carroll County.....	9	(D)	(D)	(D)	(D)	2	(D)	7	(D)
Chicot County.....	19	320	6,277	124	10	8	4,617	11	3,994
Clark County.....	18	103	2,171	68	19	9	1,365	9	2,036
Aradelphia.....	8	50	991	17	6	4	254	4	840
Remainder of County.....	10	53	1,180	51	13	5	1,111	5	1,996
Clay County.....	22	154	2,815	92	14	6	1,328	16	4,026
Cleburne County.....	9	44	996	25	10	3	1,249	6	1,355
Cleveland County.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Columbia County.....	25	274	5,518	76	18	13	3,915	12	3,301
Hopkins.....	20	(D)	(D)	(D)	(D)	11	(D)	9	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	2	(D)	3	(D)
Conway County.....	21	193	4,412	93	13	13	3,079	8	2,106
Morrison.....	19	(D)	(D)	(D)	(D)	12	(D)	7	(D)
Remainder of County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Craighead County.....	55	1,1250	25,342	456	46	36	16,990	19	7,791
Jonesboro.....	46	1,184	24,122	428	40	33	16,311	13	6,592
Remainder of County.....	9	66	1,220	28	6	3	1,679	6	1,199
Crawford County.....	9	224	4,627	150	7	5	1,232	4	1,139
Van Buren.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	2	(D)	3	(D)
Crittenden County.....	36	553	13,384	184	29	22	7,695	14	4,514
West Memphis.....	18	308	7,509	88	13	14	5,313	4	2,295
Remainder of County.....	18	245	5,875	96	16	8	2,382	10	2,219
Cross County.....	16	172	3,278	67	11	7	1,347	9	2,362
Dallas County.....	11	92	2,015	32	10	4	1,038	7	1,336
Desha County.....	24	330	6,139	120	25	15	5,004	9	5,186
Drew County.....	8	(D)	(D)	(D)	(D)	2	(D)	6	(D)
Faulkner County.....	27	216	5,094	117	29	11	3,223	16	5,321
Conway.....	25	(D)	(D)	(D)	(D)	11	(D)	14	(D)
Remainder of County.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)
Franklin County.....	5	(D)	(D)	(D)	(D)	2	(D)	3	(D)
Fulton County.....	4	(D)	(D)	(D)	(D)	1	(D)	3	(D)
Garland County.....	48	1,129	22,102	414	40	35	15,948	13	5,576
Hot Springs.....	46	(D)	(D)	(D)	(D)	33	(D)	13	(D)
Remainder of County.....	2	(D)	(D)	(D)	(D)	2	(D)	***	***
Grant County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Greene County.....	36	636	11,870	233	19	20	5,674	16	3,366
Paragould.....	32	(D)	(D)	(D)	(D)	19	(D)	13	(D)
Remainder of County.....	4	(D)	(D)	(D)	(D)	1	(D)	3	(D)
Hempstead County.....	21	507	9,355	146	16	10	7,855	11	5,172
Hope.....	17	(D)	(D)	(D)	(D)	7	(D)	10	(D)
Remainder of County.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Hot Spring County.....	18	261	4,899	101	12	10	3,582	8	4,222
Malvern.....	17	(D)	(D)	(D)	(D)	10	(D)	7	(D)
Remainder of County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Howard County.....	14	160	2,767	58	9	6	2,959	8	1,963
Independence County.....	30	388	7,380	134	26	19	4,952	11	3,962
Ratesville.....	27	(D)	(D)	(D)	(D)	16	(D)	9	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Isard County.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Jackson County.....	22	274	5,440	174	15	10	3,551	12	4,171
Newport.....	19	255	4,661	192	13	10	3,541	9	3,775
Remainder of County.....	3	17	(2)	12	2	***	***	3	343
Jefferson County.....	42	1,852	41,388	592	78	54	19,744	28	58,867
Pine Bluff.....	74	1,704	38,334	533	70	50	17,158	24	55,199
Remainder of County.....	8	140	3,050	59	9	4	1,586	6	608
Johnson County.....	16	224	3,273	53	13	7	3,814	9	1,634
Lafayette County.....	6	(0)	(0)	(0)	(0)	2	(0)	4	(0)
Lawrence County.....	21	118	2,562	60	14	12	2,697	9	3,346
Lee County.....	14	85	1,789	45	20	5	3,144	9	2,801
Lincoln County.....	4	19	(2)	8	2	***	***	4	562
Little River County.....	10	65	1,404	32	6	6	970	4	502
Logan County.....	14	26	(2)	14	14	5	292	9	1,357
Loneke County.....	15	(0)	(0)	(0)	(0)	2	(0)	13	(0)
Madison County.....	2	(0)	(0)	(0)	(0)	1	(0)	1	(0)
Marion County.....	2	(0)	(0)	(0)	(0)	***	***	2	(0)
Miller County.....	38	1,638	29,449	493	20	25	16,992	13	7,153
Tennassee.....	35	(0)	(0)	(0)	(0)	23	(0)	12	(0)
Remainder of County.....	3	(0)	(0)	(0)	(0)	2	(0)	1	(0)
Mississippi County.....	66	1,065	23,744	396	49	37	15,329	29	18,001
Elytsville.....	45	594	13,812	236	37	31	11,827	14	14,002
Ocosola.....	6	(0)	(0)	(0)	2	(0)	4	(0)	(0)
Remainder of County.....	15	(0)	(0)	(0)	(0)	4	(0)	11	(0)
Monroe County.....	17	186	3,684	69	14	9	2,971	8	2,938
Montgomery County.....	4	16	(2)	21	3	***	***	4	1,010
Nevada County.....	8	118	2,173	51	4	4	2,064	4	696
Newton County.....	***	***	***	***	***	***	***	***	***
Ouachita County.....	33	587	11,956	215	22	24	8,504	9	3,030
Camden.....	30	538	11,067	170	20	21	7,239	9	3,090
Remainder of County.....	3	49	889	26	2	3	1,264	***	***
Perry County.....	4	(0)	(0)	(0)	(0)	2	(0)	2	(0)
Phillips County.....	43	865	17,545	283	35	23	14,271	20	18,918
Helena.....	28	710	15,567	235	22	20	13,440	8	11,569
West Helena.....	8	96	1,910	34	6	3	831	5	3,022
Remainder of County.....	7	57	2,068	14	7	***	***	7	4,327
Pike County.....	7	90	1,866	39	9	4	1,005	3	578
Poinsett County.....	20	155	2,601	98	10	8	1,196	12	2,289
Polk County.....	16	89	1,565	33	10	8	1,737	8	916
Pope County.....	27	308	5,144	123	15	13	4,874	14	3,461
Russellville.....	23	(0)	(0)	(0)	(0)	10	(0)	13	(0)
Remainder of County.....	4	(0)	(0)	(0)	(0)	3	(0)	1	(0)
Prairie County.....	9	58	1,364	23	5	5	1,352	5	554
Pulaski County.....	395	20,677	366,126	4,888	207	270	179,334	115	169,230
Little Rock.....	312	18,844	328,956	4,355	133	215	167,956	97	146,610
North Little Rock.....	42	(0)	(0)	(0)	(0)	46	(0)	16	(0)
Remainder of County.....	11	(0)	(0)	(0)	(0)	9	(0)	2	(0)
Randolph County.....	13	85	1,450	50	3	6	1,195	7	1,886
St. Francis County.....	29	349	6,829	149	25	16	8,350	13	2,749
Forrest City.....	19	223	6,147	100	12	11	6,181	8	1,973
Remainder of County.....	10	126	682	49	13	5	2,169	5	776
Saline County.....	13	66	1,679	21	9	6	407	7	1,162
Exton.....	(0)	(0)	(0)	(0)	(0)	5	(0)	7	(0)
Remainder of County.....	1	(0)	(0)	(0)	(0)	1	(0)	***	***
Scott County.....	7	21	1,087	18	10	***	***	7	867
Searcy County.....	7	(0)	(0)	(0)	(0)	2	(0)	5	(0)
Sebastian County.....	10	5,972	124,455	1,661	39	113	51,276	37	32,343
Fort Smith.....	105	(0)	(0)	(0)	(0)	110	(0)	35	(0)
Remainder of County.....	5	(0)	(0)	(0)	(0)	3	(0)	2	(0)
Sevier County.....	15	133	4,194	76	11	8	1,927	7	2,114
Sharp County.....	2	(0)	(0)	(0)	(0)	***	***	2	(0)
Stone County.....	2	(0)	(0)	(0)	(0)	1	(0)	1	(0)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Union County.....	78	1,657	31,147	505	58	18,998	20	28,338	
El Dorado.....	64	(D)	(D)	(D)	(D)	49	(D)	15 (D)	
Remainder of County.....	14	(D)	(D)	(D)	(D)	9	(D)	5 (D)	
Van Buren County.....	6	(D)	(D)	(D)	(D)	2	(D)	4 (D)	
Washington County.....	74	1,121	25,205	520	74	47	20,409	27	15,760
Fayetteville.....	37	459	9,769	178	30	24	6,215	13	4,556
Springdale.....	26	643	13,466	257	27	17	12,668	9	7,620
Remainder of County.....	11	106	1,970	85	17	6	1,508	5	3,584
White County.....	23	336	6,265	132	24	12	3,718	11	3,728
Seelye.....	17	301	5,658	111	19	9	3,475	8	3,276
Remainder of County.....	6	35	707	21	5	3	243	3	482
Woodruff County.....	8	24	518	13	10	***	***	8	1,486
Yell County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes. Announcements concerning the bulletin series and the volumes may be obtained by filling out the form on the next page.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

ORDER BLANK

REQUESTS FOR ANNOUNCEMENTS OF 1954 CENSUS OF BUSINESS BULLETINS AND VOLUMES

To receive announcements concerning forthcoming 1954 Census of Business publications, complete this sheet, detach and mail to **Bureau of the Census, Washington 25, D. C.**

(Check appropriate boxes to show the series for which announcements are desired)

- | | | |
|---|--|--|
| <p style="text-align: center;">Retail Trade</p> <input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Central Business District Bulletins
<input type="checkbox"/> Census Volumes | <p style="text-align: center;">Wholesale Trade</p> <input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Census Volumes | <p style="text-align: center;">Selected Service Trades</p> <input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
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1954 Census of Business WHOLESALE TRADE

February 1956

Series: PW-1-5

CALIFORNIA

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

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

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



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

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

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

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

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

EXPLANATION OF TERMS

Establishments

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

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

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

Sales

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

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

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

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

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

Active proprietors of unincorporated businesses

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

Establishments, Sales, Payroll, and Personnel

County and city	Total				Merchant wholesalers		Other operating types		
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated business, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
California, total.....1954.....1949.....	19,869 15,809	1,033,037 684,183	21,536,660 13,561,490	231,055 202,895	13,637 11,166	13,827 9,958	8,532,647 5,374,354	6,042 5,811	10,229,153 6,773,601
Alameda County.....	1,103	67,087	1,430,590	14,533	764	866	5,701,711	257	6,211,153
Alameda.....	21	(D)	(D)	(D)	4	(D)	17	(D)	4
Albany.....	8	395	8,251	100	2	8	2,764	...	...
Alhambra.....	12	4,410	97,811	965	54	66	28,143	27	32,306
Hayward.....	32	1,212	22,396	264	46	66	8,904	7	4,411
Livermore.....	7	168	3,796	40	5	4	1,057	3	769
Oakland.....	773	46,456	978,733	10,140	541	612	35,937,874	167	46,352,224
Fremont.....	2	(D)	(D)	(D)	1	(D)	(D)	1	(D)
San Leandro.....	52	3,685	109,797	806	24	34	27,115	18	22,021
Remainder of County.....	115	(D)	(D)	(D)	(D)	79	(D)	36	(D)
Alpine County.....	...	...	...	...	...	...	...	...	...
Amador County.....	11	121	2,094	31	9	6	868	5	1,242
Butte County.....	90	2,115	52,848	689	64	51	14,484	39	16,222
Chico.....	40	1,061	25,231	268	27	29	6,780	11	4,668
Oroville.....	15	302	18,205	150	11	11	936	6	4,003
Remainder of County.....	35	752	17,412	271	26	16	6,754	19	7,451
Calaveras County.....	10	184	3,584	51	15	5	1,044	5	1,404
Colusa County.....	24	187	3,804	62	20	7	356	17	8,083
Contra Costa County.....	159	6,278	128,310	1,382	110	117	35,538	42	66,997
Antioch.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Concord.....	15	402	8,099	95	9	8	2,565	8	2,998
El Cerrito.....	11	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Marina del Rey.....	6	(D)	(D)	(D)	(D)	4	(D)	2	(D)
Pittsburg.....	17	(D)	(D)	(D)	(D)	16	(D)	(D)	(D)
Richmond.....	42	3,159	63,985	667	19	34	14,164	8	48,709
San Pablo.....	2	(D)	(D)	(D)	(D)	2	(D)	...	...
Remainder of County.....	62	1,615	34,424	392	54	42	9,089	20	11,816
Del Norte County.....	22	206	4,510	47	21	14	1,960	8	2,619
El Dorado County.....	24	853	9,929	100	23	11	6,378	13	3,951
Fresno County.....	533	24,609	493,943	6,694	370	326	249,790	207	200,419
Coalinga.....	16	118	2,481	72	8	8	759	8	1,825
Fresno.....	351	17,845	366,938	4,607	219	247	179,850	104	153,707
Sanger.....	16	760	9,547	194	9	4	697	12	6,333
Salinas.....	6	183	2,359	3	178	3	484	3	359
Remainder of County.....	144	5,703	112,558	1,683	130	64	72,040	80	38,195
Glenn County.....	33	398	10,866	152	32	13	1,730	20	6,497
Humboldt County.....	22	4,348	94,819	1,121	103	90	47,673	26	27,248
Eureka.....	176	8,276	361,054	699	62	62	38,400	33	9,723
Remainder of County.....	51	1,469	31,503	422	47	28	9,273	23	17,525
Imperial County.....	130	74,464	1,248,896	1,937	106	69	48,183	61	49,631
Bradley.....	23	752	13,451	133	17	7	4,632	16	18,276
Calipatria.....	12	(D)	(D)	(D)	(D)	10	(D)	2	(D)
El Centro.....	59	3,452	62,068	1,047	45	32	24,752	27	17,943
Remainder of County.....	36	(D)	(D)	(D)	(D)	20	(D)	16	(D)
Inyo County.....	22	237	6,436	64	22	11	2,034	11	4,419
Kern County.....	345	11,598	249,187	2,782	213	239	119,252	106	123,080
Bakersfield.....	211	8,961	179,836	1,917	116	169	91,112	42	35,242
Delano.....	17	304	4,508	62	14	6	1,260	11	4,306
Mansfield.....	10	143	1,826	23	25	3	311	7	3,757
Remainder of County.....	107	3,038	63,017	778	74	61	26,569	46	79,781
Kings County.....	62	803	15,818	219	53	37	10,743	25	9,786
Hanford.....	21	369	7,245	98	17	13	2,602	8	3,173
Remainder of County.....	41	434	8,573	121	36	24	8,141	17	6,613
Lake County.....	21	560	3,805	61	20	7	886	14	6,529
Lassen County.....	15	(D)	(D)	(D)	(D)	2	(D)	13	(D)
Sustana.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)
Remainder of County.....	10	(D)	(D)	(D)	(D)	1	(D)	9	(D)
Los Angeles County.....	8,861	505,133	10,728,739	107,520	5,863	6,687	4,024,225	2,174	4,902,923
Alhambra.....	61	2,046	36,059	528	48	51	9,786	10	18,428
Arcadia.....	18	337	8,456	85	14	15	6,504	3	1,472
Amus.....	10	347	6,850	75	4	7	4,499	3	3,753
Bell.....	34	(D)	(D)	(D)	(D)	30	(D)	(D)	(D)
Beverly Hills.....	1,08	4,056	92,807	714	49	90	54,964	18	17,496
Burbank.....	145	7,959	147,052	1,300	96	127	43,394	3	18,916
Claremont.....	(D)	(D)	(D)	(D)	(D)	4	(D)	(D)	(D)
Compton.....	49	2,194	44,176	463	33	44	19,344	5	8,971
Corona.....	(D)	(D)	(D)	(D)	(D)	5	(D)	(D)	(D)
85.....	44,580	59,225	924	21	71	48,499	14	10,866	
El Monte.....	38	1,246	25,863	291	33	30	8,896	8	7,236
El Stano.....	16	1,413	26,901	275	10	10	3,481	6	66,531
Gardena.....	33	1,295	28,334	247	26	30	9,010	3	1,792
Glendale.....	155	6,706	165,085	1,498	101	124	41,419	31	40,421
82.....	(D)	(D)	(D)	(D)	(D)	3	(D)	(D)	(D)
96.....	6	260	21,905	616	21	22	6,762	5	4,447
Hermosa Beach.....	6	86	5,490	23	3	6	3,102	...	...
Huntington Park.....	27	2,953	63,371	621	52	68	27,658	...	12,891
Inglewood.....	63	1,887	37,221	394	45	55	21,173	8	5,133

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

Establishments, Sales, Payroll, and Personnel

County and city	Total				Merchant wholesalers		Other operating types	
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Establishments	Sales	Establishments	Sales
			Payroll (Dollars)	Employees (Number)				
(Number)	(\$1,000)	(Dollars)	(Number)	(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)
Los Angeles County—Con.								
La Verne.....	4	929	8,425	235	***	***	4	6,199
Long Beach.....	357	17,270	363,930	3,682	21 14	352	55	65,508
Los Angeles.....	5,925	344,382	7,282,638	73,414	3,908	4,282	1,643	4,007,556
Lynwood.....	1,699	34,189	40,096	391	32	42	6	16,579
Manhattan Beach.....	4	24	8	5	4	4	***	***
Maywood.....	29	1,744	36,628	355	14	20	4	30,336
Monrovia.....	26	877	20,660	191	9	21	5	4,992
North Hollywood.....	29	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Monterey Park.....	10	306	6,279	77	9	6	1	2,715
Pasadena.....	185	7,812	167,872	1,964	127	162	71	10,990
Pomona.....	25	2,271	53,456	539	36	40	10	19,377
Redondo Beach.....	12	186	3,548	40	11	12	3	1,185
San Fernando.....	20	787	16,147	201	13	15	6	6,739
San Gabriel.....	9	613	15,888	88	28	32	9	11,313
San Marino.....	8	(D)	(D)	(D)	(D)	2	(D)	6
Santa Monica.....	93	3,575	75,236	752	71	77	30	821
Sierra Madre.....	4	(D)	(D)	(D)	(D)	3	(D)	1
South Gate.....	73	2,877	68,609	570	55	65	29	954
South Pasadena.....	10	(D)	(D)	(D)	(D)	9	(D)	8
Torrance.....	22	674	14,474	156	17	18	5	2,833
West Covina.....	4	(D)	(D)	(D)	(D)	2	(D)	2
Whittier.....	37	1,299	29,718	331	21	28	10	16,675
Remainder of County.....	918	75,517	1,617,716	15,352	620	748	84	11,596
Madera County.....	37	486	10,915	148	30	15	1,781	22
Madera.....	24	275	6,850	81	20	12	1,596	12
Remainder of County.....	13	211	4,265	67	10	3	185	10
Marin County.....	79	1,719	36,298	406	60	59	16,481	20
Mill Valley.....	5	(D)	(D)	3	1	2	(D)	2
San Anselmo.....	5	20	121	5	3	3	***	***
San Rafael.....	53	1,433	28,702	32	40	41	12,937	12
Remainder of County.....	18	(D)	(D)	(D)	(D)	12	(D)	6
Mariposa County.....	3	(D)	(D)	(D)	1	(D)	2	(D)
Mendocino County.....	82	1,217	24,870	312	53	45	12,577	37
Ukiah.....	46	347	6,350	67	16	13	2,571	13
Remainder of County.....	56	870	18,520	245	37	32	10,006	24
Merced County.....	91	2,389	45,135	605	85	44	10,698	47
Merced.....	31	759	19,894	182	36	19	5,159	12
Remainder of County.....	60	1,630	25,241	423	49	25	5,539	35
Modoc County.....	14	102	1,896	24	9	4	431	10
Mono County.....	2	(D)	(D)	(D)	(D)	***	***	2
Monterey County.....	207	13,784	276,323	4,358	156	116	58,717	91
Monterey.....	117	747	28,634	376	33	33	9,495	7
Pacific Grove.....	2	(D)	(D)	(D)	(D)	2	(D)	***
Salinas.....	96	6,148	149,903	2,458	80	48	28,778	48
Remainder of County.....	69	(D)	(D)	(D)	(D)	33	(D)	36
Napa County.....	40	739	13,082	156	32	25	6,920	15
Napa.....	18	391	5,799	77	16	13	4,644	5
Remainder of County.....	22	348	7,283	79	16	12	2,276	10
Nevada County.....	31	355	8,349	117	23	18	3,721	13
Grass Valley.....	8	81	1,742	20	5	5	856	3
Remainder of County.....	23	274	6,607	97	18	13	2,865	10
Orange County.....	331	18,249	263,215	3,442	223	238	90,808	97
Anaheim.....	44	2,005	36,369	344	31	31	21,223	13
Fullerton.....	21	875	10,237	115	13	6	2,610	6
Huntington Beach.....	5	55	1,117	115	5	5	796	***
Laguna Beach.....	7	(D)	(D)	(D)	(D)	6	(D)	6
La Habra.....	8	415	4,770	142	8	3	135	5
Newport Beach.....	20	283	5,633	70	17	17	3,276	3
Orange.....	21	1,151	19,527	372	21	14	4,688	8
Ontario.....	166	4,626	110,037	1,012	62	85	36,012	21
Remainder of County.....	99	(D)	(D)	(D)	(D)	58	(D)	41
Placer County.....	53	985	20,970	240	39	23	12,205	30
Roseville.....	7	318	10,012	118	4	4	1,618	3
Remainder of County.....	46	667	10,958	122	35	19	10,591	27
Plumas County.....	20	204	2,328	38	21	6	1,446	14
Riverside County.....	251	10,138	201,417	2,750	209	148	87,855	103
Banning.....	14	419	10,489	122	11	4	1,478	3
Corona.....	12	528	8,619	158	12	5	792	7
Indio.....	20	986	23,020	378	11	12	4,804	8
Indio.....	9	(D)	(D)	(D)	(D)	8	(D)	1
Palm Springs.....	82	5,067	95,399	1,693	66	52	63,794	30
Riverside.....	114	(D)	(D)	(D)	(D)	60	(D)	5
Remainder of County.....	9	(D)	(D)	(D)	(D)	6	(D)	(D)
Sacramento County.....	440	24,840	547,207	5,908	293	330	241,174	110
North Sacramento.....	23	785	16,958	203	13	18	5,268	5
Sacramento.....	398	19,778	450,280	4,704	212	257	179,776	81
Remainder of County.....	79	4,310	80,169	1,001	68	55	56,332	24
San Benito County.....	20	203	2,428	139	19	6	930	14
San Bernardino County.....	392	15,709	305,552	3,747	300	269	109,285	123
Barstow.....	16	272	5,483	88	7	7	1,124	6
Redlands.....	8	(D)	(D)	(D)	(D)	7	(D)	1

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES, CITIES OF 5,000 INHABITANTS OR MORE—Continued 5

Establishments, Sales, Payroll, and Personnel

County and city	Total				Merchant wholesalers		Other operating types		
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, week ended nearest Nov. 15		Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)	
			Payroll (Dollars)	Employees (Number)					Active proprietors of unincorporated businesses, November (Number)
San Bernardino County—Con.									
Colton.....	23	786	16,610	166	17	19	8,937	5	1,665
Ontario.....	47	545	11,681	170	43	34	9,749	9	10,556
Redlands.....	36	1,631	28,887	380	19	15	3,349	21	31,943
San Bernardino.....	142	7,160	159,188	1,635	100	117	61,165	25	23,836
Vallejo.....	11	1,162	25,753	544	7	5	11,256	6	11,696
Remainder of County.....	112	(D)	(D)	(D)	(D)	62	(D)	50	(D)
San Diego County.....	683	29,684	601,216	7,076	474	523	266,874	160	145,071
Omaha Vista.....	10	695	12,685	292	5	6	2,566	4	2,411
Concord.....	54	54	1,216	19	2	494	3	***	***
El Cajon.....	7	(D)	(D)	(D)	(D)	5	(D)	1	2
Escondido.....	26	668	19,586	212	19	12	2,579	14	8,417
La Mesa.....	13	231	48,820	74	7	10	2,468	3	2,018
National City.....	15	1,251	26,212	346	6	12	3,422	3	1,889
Oceanside.....	16	487	10,035	135	21	16	3,700	10	4,887
San Diego.....	503	24,229	593,564	5,428	340	411	212,191	32	113,002
Remainder of County.....	80	(D)	(D)	(D)	(D)	48	(D)	32	(D)
San Francisco County (coextensive with San Francisco city).....	2,988	196,056	4,071,094	39,900	1,934	1,875	1,739,218	1,113	2,656,395
San Joaquin County.....	324	12,771	255,290	3,121	247	199	113,518	125	121,944
Lodi.....	29	1,536	26,319	388	16	14	4,777	15	12,683
Stockton.....	213	8,529	171,789	1,970	156	146	89,248	67	72,366
Tracy.....	9	217	44,899	51	7	5	1,768	4	1,785
Remainder of County.....	73	2,689	52,283	712	65	34	18,785	39	34,930
San Luis Obispo County.....	73	1,913	47,866	565	37	42	12,939	31	15,421
El Paso de Robles.....	13	284	61,500	95	3	4	1,519	9	3,708
San Luis Obispo.....	31	662	21,913	200	13	22	9,335	10	6,880
Remainder of County.....	29	787	19,553	270	19	16	3,133	13	7,133
San Mateo County.....	271	10,079	202,438	2,160	204	189	67,793	82	111,347
Belmont.....	9	107	(D)	(D)	(D)	8	(D)	1	(D)
Burlingame.....	30	577	12,687	170	17	22	4,127	8	5,776
Daly City.....	6	(D)	(D)	(D)	(D)	5	(D)	1	(D)
Hillsborough.....	***	***	***	***	***	***	***	***	***
Menlo Park.....	7	144	2,717	150	6	6	1,933	3	2,766
Millbrae.....	2	(D)	(D)	(D)	(D)	2	(D)	***	***
Redwood City.....	51	2,164	47,522	490	46	38	14,205	13	16,459
San Bruno.....	8	(D)	(D)	(D)	(D)	7	(D)	1	(D)
San Carlos.....	29	373	7,809	81	22	23	4,427	6	4,599
San Mateo.....	44	2,071	34,661	379	34	25	9,416	19	30,339
Stockton San Francisco.....	39	2,353	50,510	480	29	24	20,118	31	11,089
Remainder of County.....	44	1,108	22,162	272	34	29	9,762	15	16,677
Santa Barbara County.....	199	8,441	149,796	2,892	127	118	43,545	81	49,852
Lompoc.....	11	58	1,309	22	9	5	589	6	807
Santa Barbara.....	33	748	15,888	55	67	31	16,620	26	19,414
Santa Maria.....	40	1,529	30,216	515	28	20	5,333	27	12,567
Remainder of County.....	55	3,359	52,386	1,325	26	26	6,003	29	17,044
Santa Clara County.....	430	16,802	343,475	4,404	323	329	136,023	101	139,632
Mountain View.....	12	1,208	19,338	210	7	9	2,439	3	3,696
Palo Alto.....	43	840	34,915	370	33	33	8,406	10	8,422
San Jose.....	253	10,496	212,935	2,580	197	198	98,164	55	80,007
Santa Clara.....	33	1,433	31,953	333	19	27	11,413	6	3,488
Sunnyvale.....	7	(D)	(D)	(D)	(D)	4	(D)	3	(D)
Remainder of County.....	82	(D)	(D)	(D)	(D)	58	(D)	24	(D)
Santa Cruz County.....	99	2,449	40,825	599	73	59	17,189	40	16,306
Santa Cruz.....	37	683	14,714	179	27	26	6,093	11	5,423
Watsonville.....	32	887	19,822	257	19	16	5,403	13	6,193
Remainder of County.....	30	879	10,289	153	25	14	4,403	16	8,570
Shasta County.....	72	1,893	42,944	483	50	50	25,627	22	10,520
Redding.....	48	1,382	27,953	298	32	42	23,026	6	5,612
Remainder of County.....	24	511	14,991	185	18	8	2,597	16	4,908
Sierra County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Siskiyou County.....	43	724	11,690	301	36	16	5,716	27	7,925
Solano County.....	89	2,113	35,697	472	69	55	14,046	38	22,409
Berkeley.....	2	(D)	(D)	(D)	(D)	2	(D)	***	***
Fieldfield.....	2	(D)	(D)	(D)	(D)	2	(D)	***	(D)
Vallejo.....	11	1,111	20,170	237	28	28	7,652	10	8,216
Remainder of County.....	47	(D)	(D)	(D)	(D)	23	(D)	24	(D)
Sonoma County.....	208	4,690	88,306	1,248	184	139	38,811	69	32,347
Petaluma.....	46	486	9,121	125	31	25	4,623	9	4,117
Santa Rosa.....	74	2,015	41,857	645	64	52	20,570	22	7,813
Remainder of County.....	100	2,189	37,326	658	62	62	13,611	38	20,417
Stantleaus County.....	155	1,797	94,665	1,618	130	96	42,313	59	31,683
Modesto.....	73	4,444	52,533	982	210	183	80,015	21	91,935
Turlock.....	17	806	10,189	183	18	12	2,044	5	7,344
Remainder of County.....	65	1,544	31,743	549	65	32	12,254	33	14,939
Sutter County.....	32	856	19,337	301	23	10	1,568	22	11,642
Yuba City.....	19	683	18,298	179	11	10	1,083	7	6,876
Remainder of County.....	13	209	5,139	120	12	3	4,487	10	4,756
Tehama County.....	24	398	8,935	103	23	13	3,939	15	3,841
Trinity County.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated business, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Tulare County.....	215	6,928	156,265	2,806	151	96	30,865	119	96,114
Lindsay.....	19	931	32,345	677	8	6	2,372	13	5,946
Porterville.....	22	700	18,434	341	12	13	3,595	9	14,660
Tulare.....	36	888	17,597	215	20	18	4,761	12	8,411
Visalia.....	36	970	18,142	222	26	26	7,745	10	7,623
Remainder of County.....	108	3,439	69,547	1,351	82	33	12,392	75	59,472
Tuolumne County.....	15	179	3,475	50	11	8	882	7	1,684
Tulare County.....	166	9,987	175,802	3,048	91	88	31,527	78	92,549
Oxnard.....	22	3,185	43,320	672	7	10	4,483	12	21,374
Port Huemene.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
San Buenaventura.....	67	2,056	47,629	472	33	44	17,871	23	10,460
Santa Paula.....	12	(D)	(D)	(D)	(D)	2	(D)	10	(D)
Remainder of County.....	64	(D)	(D)	(D)	(D)	2	(D)	32	(D)
Yolo County.....	60	1,526	31,054	332	55	25	7,476	35	55,805
Woodland.....	22	281	5,283	61	24	9	2,569	13	14,790
Remainder of County.....	38	1,245	25,771	271	31	16	4,907	22	41,015
Yuba County.....	29	1,289	24,991	266	23	15	9,197	14	8,634
Marysville.....	24	(D)	(D)	(D)	(D)	12	(D)	12	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

CALIFORNIA



1954 Census of Business

WHOLESALE TRADE

January 1956

Series: PW-1-6

COLORADO

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

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

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



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

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

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

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

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

EXPLANATION OF TERMS

Establishments

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

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

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

Sales

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

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

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

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

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

Active proprietors of unincorporated businesses

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

Establishments, Sales, Payroll, and Personnel

County and city	Total								
	Establishments (Number)	Payroll entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Merchant wholesalers		Other operating types	
			Payroll (Dollars)	Employees (Number)		Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
Colorado, total.....1954..	2,894	100,325	2,102,658	25,527	14,919	1,544	831,931	1,350	1,378,487
.....1948..	2,423	74,860	1,438,475	25,370	1,534	1,157	620,621	1,266	981,205
Adams County.....	52	14477	324897	579	34	24	44338	28	114940
Aurora (part).....	7	(D)	(D)	(D)	(D)	5	(D)	2	(D)
Remainder of County.....	45	(D)	(D)	(D)	(D)	19	(D)	26	(D)
Alamosa County.....	32	327	74343	140	27	18	24929	14	24297
Alamosa.....	28	(D)	(D)	(D)	(D)	15	(D)	13	(D)
Remainder of County.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Arapahoe County.....	44	12429	284688	406	26	27	10444	17	354170
Aurora (part).....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Englewood.....	14	(D)	(D)	(D)	(D)	13	(D)	1	(D)
Remainder of County.....	26	(D)	(D)	(D)	(D)	11	(D)	15	(D)
Archuleta County.....	1	(D)	(D)	(D)	(D)	...	...	1	(D)
Bace County.....	25	143	24762	52	10	3	504	22	24104
Bent County.....	11	(D)	(D)	(D)	(D)	2	(D)	9	(D)
Boulder County.....	57	732	17020	274	50	36	7402	21	8497
Boulder.....	24	320	6454	102	12	20	3496	4	4261
Longmont.....	23	272	6812	115	21	10	949	13	4450
Remainder of County.....	10	140	34554	57	12	6	24157	4	731
Chaffee County.....	13	107	24609	63	8	4	460	9	5426
Cheyenne County.....	10	68	21194	18	4	...	...	10	1451
Clear Creek County.....	6	(D)	(D)	(D)	(D)	2	(D)	4	(D)
Conejos County.....	8	72	14404	22	4	3	281	5	786
Costilla County.....	6	(D)	(D)	(D)	(D)	2	(D)	4	(D)
Crowley County.....	6	74	1514	23	2	...	...	6	1459
Custer County.....	1	(D)	(D)	(D)	(D)	...	...	1	(D)
Delta County.....	28	421	74617	199	24	9	14643	19	74109
Denver County (coextensive with Denver city).....	1,418	74,844	1,560,053	17,379	846	880	611763	538	1,057,301
Dolores County.....	5	39	725	14	4	...	...	5	1400
Douglas County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Eagle County.....	6	(D)	(D)	(D)	(D)	2	(D)	4	(D)
Elbert County.....	10	18	(Z)	11	8	...	...	10	1452
El Paso County.....	126	24940	574684	824	89	88	31174	38	174992
Colorado Springs.....	112	24829	55497	786	77	83	304384	29	13780
Remainder of County.....	14	111	14987	38	12	5	780	9	4412
Fremont County.....	21	210	34897	72	23	16	2480	5	814
Canon City.....	11	(D)	(D)	(D)	(D)	7	(D)	4	(D)
Remainder of County.....	10	(D)	(D)	(D)	(D)	9	(D)	1	(D)
Garfield County.....	22	118	24387	65	23	5	14156	17	24390
Gilpin County.....	...	...	...	...	...	...	...	...	...
Grand County.....	6	18	(Z)	5	6	...	...	6	935
Gunnison County.....	6	(D)	(D)	(D)	(D)	1	(D)	5	(D)
Hinsdale County.....	...	...	...	...	...	...	...	...	...
Huerfano County.....	11	184	34065	46	14	6	1445	5	1487
Walsenburg.....	11	144	34065	46	14	6	1445	5	1487
Remainder of County.....	...	...	...	...	...	...	...	...	...
Jackson County.....	5	(D)	(D)	(D)	(D)	2	(D)	3	(D)
Jefferson County.....	42	719	15424	197	35	27	64598	15	3454
Golden.....	1	(D)	(D)	(D)	(D)	...	...	1	(D)
Remainder of County.....	41	(D)	(D)	(D)	(D)	27	(D)	14	(D)
Kiowa County.....	16	82	14660	27	6	...	...	16	1458
Kit Carson County.....	22	(D)	(D)	(D)	(D)	2	(D)	20	(D)
Lake County.....	6	84	14764	28	6	3	14039	3	1406
La Plata County.....	33	638	134570	203	14	22	4888	11	44660
Durango.....	26	(D)	(D)	(D)	(D)	20	(D)	6	(D)
Remainder of County.....	7	(D)	(D)	(D)	(D)	2	(D)	5	(D)
Larimer County.....	5	1389	874305	389	50	28	44642	36	124711
Fort Collins.....	25	307	64753	102	24	13	34449	12	44884
Loveland.....	14	124	24609	27	10	9	632	9	24131
Remainder of County.....	23	958	374853	250	16	8	601	15	64086

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.
 1Aurora is in Adams and Arapahoe counties.

Establishments, Sales, Payroll, and Personnel

County and city	Total				Merchant wholesalers		Other operating types		
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Las Animas County.....	30	282	51,214	105	29	21	41,320	9	1,232
Trinidad.....	27	(D)	(D)	(D)	(D)	19	(D)	8	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Lincoln County.....	17	116	2,065	58	12	3	320	14	5,386
Logan County.....	55	1,224	26,777	242	35	19	10,548	36	22,576
Sterling.....	35	552	21,066	252	16	16	9,562	19	14,623
Remainder of County.....	20	286	5,711	90	19	3	1,026	17	7,953
Mea County.....	77	2,126	46,256	621	67	49	19,061	28	14,284
Grand Junction.....	65	(D)	(D)	(D)	(D)	47	(D)	18	(D)
Remainder of County.....	12	(D)	(D)	(D)	(D)	2	(D)	10	(D)
Mineral County.....	***	***	***	***	***	***	***	***	***
Moffat County.....	22	244	5,745	77	15	13	3,330	9	2,630
Montezuma County.....	18	168	4,099	65	16	6	1,065	12	4,632
Montrose County.....	21	285	4,476	107	16	10	3,616	11	3,214
Morgan County.....	42	870	17,267	270	22	14	10,856	28	15,949
Fort Morgan.....	25	(D)	(D)	(D)	(D)	10	(D)	15	(D)
Remainder of County.....	17	(D)	(D)	(D)	(D)	4	(D)	13	(D)
Otero County.....	59	743	15,732	579	39	20	7,095	39	23,620
La Junta.....	26	320	6,340	114	20	12	5,271	14	6,170
Remainder of County.....	33	423	9,392	465	19	8	1,824	25	17,450
Oursay County.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***
Park County.....	3	(D)	(D)	(D)	(D)	***	***	3	(D)
Phillips County.....	21	(D)	(D)	(D)	(D)	1	(D)	20	(D)
Pitkin County.....	***	***	***	***	***	***	***	***	***
Prowers County.....	34	304	5,998	108	24	14	2,256	20	6,462
Lamar.....	22	(D)	(D)	(D)	(D)	13	(D)	9	(D)
Remainder of County.....	12	(D)	(D)	(D)	(D)	1	(D)	11	(D)
Pueblo County.....	126	3,998	78,438	1,042	94	90	48,906	36	20,850
Pueblo.....	119	3,666	71,924	954	87	86	47,535	33	19,687
Remainder of County.....	7	332	6,514	88	7	4	1,371	3	663
Rio Blanco County.....	9	41	1,029	22	9	4	392	5	466
Rio Grande County.....	22	432	8,518	198	16	6	663	16	5,383
Routt County.....	13	(D)	(D)	(D)	(D)	2	(D)	11	(D)
Saguache County.....	8	118	2,900	110	6	3	759	5	1,089
San Juan County.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)
San Miguel County.....	3	10	(Z)	3	3	***	***	3	467
Sedgwick County.....	9	(D)	(D)	(D)	(D)	1	(D)	8	(D)
Summit County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Teller County.....	5	(D)	(D)	(D)	(D)	2	(D)	3	(D)
Washington County.....	17	149	2,145	36	11	***	***	17	5,195
Weld County.....	131	2,085	38,663	717	94	52	13,036	79	34,987
Greeley.....	53	1,066	21,028	354	43	37	9,956	26	10,917
Remainder of County.....	78	1,017	17,635	363	51	15	3,080	63	24,070
Yuma County.....	27	(D)	(D)	(D)	(D)	1	(D)	26	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

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CENSUS VOLUMES

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<input type="checkbox"/> Subject Bulletins
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<input type="checkbox"/> Census Volumes | Wholesale Trade
<input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Census Volumes

<input type="checkbox"/> Public Merchandise Warehouses
<input type="checkbox"/> 1954 Census of Business—Puerto Rico | Selected Service Trades
<input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Census Volumes |
|---|--|--|

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WASHINGTON 25, D. C.

OFFICIAL BUSINESS

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PAYMENT OF POSTAGE, \$300**

1954 Census of Business WHOLESALE TRADE

December 1955

Series: PW-R-1-7

CONNECTICUT

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides preliminary findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

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

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



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

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

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paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

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

EXPLANATION OF TERMS

Establishments

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

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

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

Sales

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

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

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

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

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

Active proprietors of unincorporated businesses

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

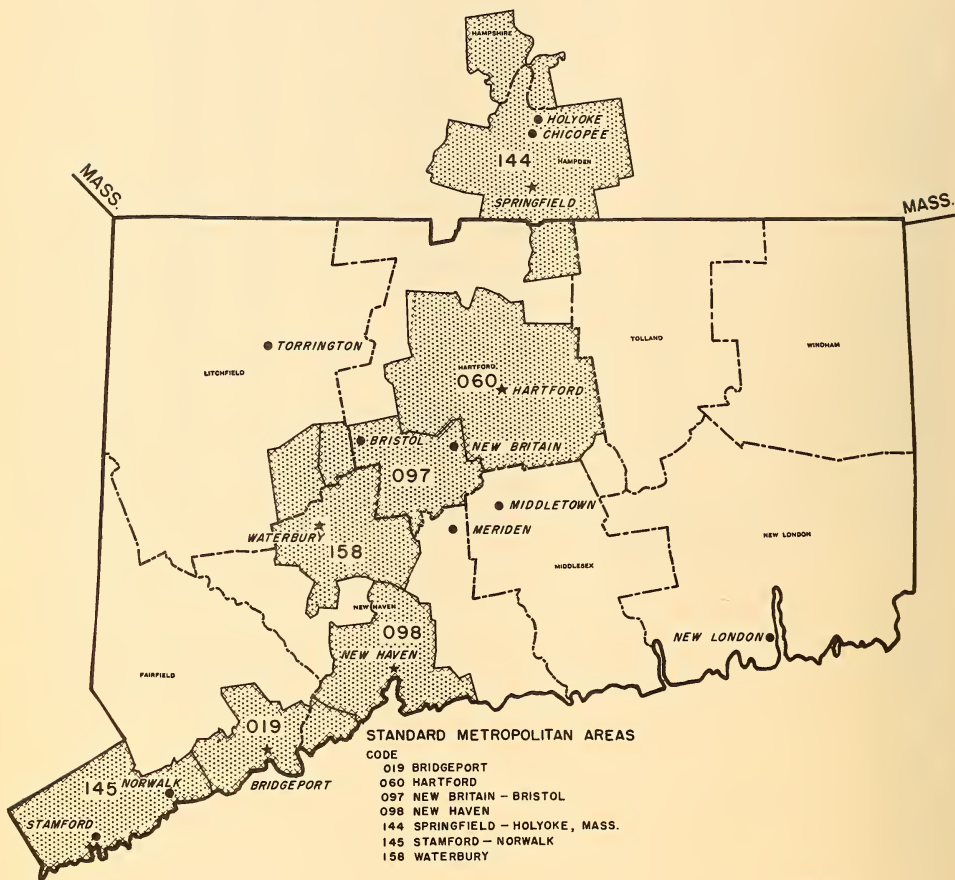
PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Connecticut, total.....1954..	2,909	140,681	2,679,352	31,807	1,366	2,427	1,152,108	652	983,003
.....1948..	2,151	86,122	1,619,260	25,969	988	1,636	763,455	515	573,342
Fairfield County.....	747	36,383	689,417	7,717	325	595	298,669	152	188,650
Bridgeport.....	319	18,566	360,018	3,984	132	260	161,423	59	87,897
Danbury.....	54	1,692	32,459	359	32	47	16,679	7	10,197
Meriden.....	96	1,922	36,798	434	20	52	17,332	6	11,091
Shelton.....	9	157	2,549	35	6	6	1,236	3	1,258
Stamford.....	144	7,762	142,060	1,648	74	112	68,729	32	28,652
Remainder of County.....	162	6,261	118,253	1,457	61	118	33,870	45	49,379
Hartford County.....	891	49,386	929,199	11,056	408	668	372,884	226	324,990
Bristol.....	22	406	7,614	104	17	17	2,021	9	2,490
Hartford.....	542	34,248	649,670	7,890	234	406	246,957	136	221,621
New Britain.....	37	1,878	30,723	410	32	53	29,079	4	3,987
Remainder of County.....	273	13,544	241,192	2,652	125	192	103,757	81	96,492
Litchfield County.....	78	1,946	36,329	543	39	37	17,447	21	14,004
Torrington.....	42	1,077	18,978	301	21	25	13,386	7	6,662
Winsted.....	7	(D)	(D)	(D)	(D)	9	(D)	2	(D)
Remainder of County.....	29	(D)	(D)	(D)	(D)	17	(D)	12	(D)
Middlesex County.....	64	2,424	47,323	695	36	49	11,809	15	14,537
Middleton.....	28	794	14,439	183	12	23	5,094	5	2,493
Remainder of County.....	36	1,610	32,884	512	24	26	6,515	10	11,444
New Haven County.....	812	41,241	810,224	9,577	446	704	383,440	178	376,711
Ansonia.....	19	(D)	(D)	(D)	(D)	16	(D)	2	(D)
Durham.....	14	425	7,888	112	4	11	4,592	3	2,787
Meriden.....	35	1,076	20,973	285	20	29	7,732	6	6,946
Naugatuck.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
New Haven.....	470	24,938	456,815	5,265	243	362	249,953	88	228,248
Wallingford.....	14	537	10,602	137	9	11	7,002	3	848
Waterbury.....	143	6,489	128,510	1,523	77	111	47,347	32	59,538
Remainder of County.....	184	8,865	170,091	2,102	77	141	62,079	43	54,770
New London County.....	176	6,753	127,900	1,718	86	139	56,735	37	36,023
Groton.....	7	314	7,469	87	1	4	1,540	3	2,866
New London.....	70	2,197	41,101	550	30	55	21,237	15	11,472
Norwich.....	67	3,402	63,638	868	38	36	24,501	11	16,163
Remainder of County.....	32	854	15,692	213	17	24	4,457	8	5,522
Tolland County.....	17	258	4,809	65	6	8	1,506	9	5,187
Rockville.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Remainder of County.....	13	(D)	(D)	(D)	(D)	5	(D)	8	(D)
Windham County.....	51	1,710	34,151	436	20	37	9,868	14	22,501
Dutton.....	13	208	3,659	61	6	10	2,433	3	631
Willimantic.....	23	893	17,286	201	8	17	5,012	6	15,411
Remainder of County.....	15	611	13,206	174	6	10	2,423	5	6,659

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

CONNECTICUT (8 COUNTIES)



LEGEND

- PLACES OF 25,000 TO 100,000 (1950)
- ★ PLACES OF 100,000 AND OVER (1950)
- ▨ STANDARD METROPOLITAN AREAS

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| <p><input type="checkbox"/> Public Merchandise Warehouses</p> <p><input type="checkbox"/> 1954 Census of Business—Puerto Rico</p> | | |

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WASHINGTON 25, D. C.

OFFICIAL BUSINESS

PENALTY FOR PRIVATE USE TO AVOID
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1954 Census of Business

WHOLESALE TRADE

December 1955

Series: PW-1-8 and 9

DELAWARE AND DISTRICT OF COLUMBIA

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This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

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wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

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

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



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CENSUS DISCLOSURE RULES

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

EXPLANATION OF TERMS

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

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

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

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

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

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

Active proprietors of unincorporated businesses

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

DELAWARE

PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE

3

Establishments, Sales, Payroll, and Personnel

County and city	Total				Merchant wholesalers		Other operating types		
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Delaware, total.....1954..	417	35,900	670,833	7,025	192	284	143,362	133	663,400
.....1948..	344	17,672	351,185	5,140	187	213	85,556	131	395,907
Kent County.....	62	2,088	41,388	606	29	35	16,523	27	23,025
Dover.....	23	824	16,515	219	3	14	8,867	9	5,777
Milford (part).....	6	(D)	(D)	(D)	(D)	5	(D)	1	(D)
Remainder of County.....	33	(D)	(D)	(D)	(D)	16	(D)	17	(D)
New Castle County.....	271	31,805	592,157	5,805	111	195	108,632	76	610,576
Elsmere.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Hamm.....	3	(D)	(D)	(D)	(D)	1	(D)	1	(D)
New Castle.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Wilmington.....	236	26,120	469,802	4,342	95	174	99,853	62	530,560
Remainder of County.....	28	2,936	76,133	869	15	18	7,769	10	52,404
Sussex County.....	84	2,007	37,288	614	52	54	18,207	30	29,808
Milford (part).....	10	296	4,608	77	4	7	3,964	3	1,559
Remainder of County.....	74	1,711	32,683	537	48	47	14,243	27	28,209

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.
 *Milford is in Kent and Sussex counties.

DISTRICT OF COLUMBIA

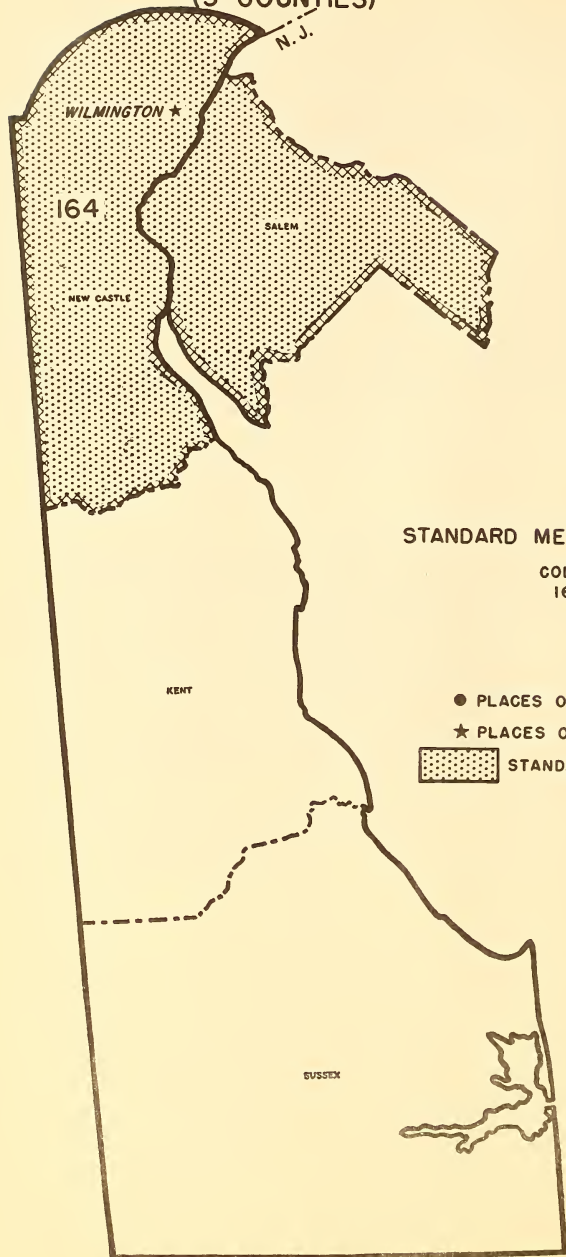
PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE

Establishments, Sales, Payroll, and Personnel

County and city	Total				Merchant wholesalers		Other operating types		
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
District of Columbia (coextensive with Washington).....1954..	1,089	76,458	1,501,662	16,661	459	760	581,513	329	836,238
.....1948..	1,021	58,923	1,130,602	16,250	478	644	467,410	377	726,146

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

DELAWARE
(3 COUNTIES)



STANDARD METROPOLITAN AREA

CODE
164 WILMINGTON

LEGEND

● PLACES OF 25,000 TO 100,000 (1950) - NONE

★ PLACES OF 100,000 AND OVER (1950)

 STANDARD METROPOLITAN AREA

PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes. Announcements concerning the bulletin series and the volumes may be obtained by filling out the form on the next page.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

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Ext. 478

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504 Federal Bldg.
117 Ellicott Street
Phone: Madison 4216

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Area 2 Sergeant Jasper Bldg.
West End Broad Street
Phone: 2-7771

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307 Federal Office Bldg.
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Phone: Cherry 1-7900

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Phone: Sterling 5611

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Chamber of Commerce Bldg.
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Phone: Baltimore 7000

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Phone: Prospect 4711

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REQUESTS FOR ANNOUNCEMENTS OF 1954 CENSUS OF BUSINESS BULLETINS AND VOLUMES

To receive announcements concerning forthcoming 1954 Census of Business publications, complete this sheet, detach and mail to Bureau of the Census, Washington 25, D. C.

(Check appropriate boxes to show the series for which announcements are desired)

- | | | |
|--|---|---|
| <p>Retail Trade</p> <p><input type="checkbox"/> Area Bulletins</p> <p><input type="checkbox"/> Subject Bulletins</p> <p><input type="checkbox"/> Trade Bulletins</p> <p><input type="checkbox"/> Central Business District Bulletins</p> <p><input type="checkbox"/> Census Volumes</p> | <p>Wholesale Trade</p> <p><input type="checkbox"/> Area Bulletins</p> <p><input type="checkbox"/> Subject Bulletins</p> <p><input type="checkbox"/> Trade Bulletins</p> <p><input type="checkbox"/> Census Volumes</p> | <p>Selected Service Trades</p> <p><input type="checkbox"/> Area Bulletins</p> <p><input type="checkbox"/> Subject Bulletins</p> <p><input type="checkbox"/> Trade Bulletins</p> <p><input type="checkbox"/> Census Volumes</p> |
| <p><input type="checkbox"/> Public Merchandise Warehouses</p> <p><input type="checkbox"/> 1954 Census of Business—Puerto Rico</p> | | |

ORDERS FOR ADDITIONAL COPIES OF PRELIMINARY REPORTS OF 1954 CENSUS OF BUSINESS RESULTS

Three separate *preliminary* series of reports—for retail trade, for wholesale trade, and for selected service trades—are being issued. Each of these three preliminary series consists of a United States report and a report for each State. Orders for copies of preliminary reports should be sent to the Bureau of the Census, Washington 25, D. C. Payment must be included with your order. Make checks or money orders payable to Census, Department of Commerce. Government Printing Office coupons or authorizations to charge the amount to your account with the Superintendent of Documents will also be acceptable. In the last instance, please report your account number. **The cost of each report is 10 cents.**

Please indicate number of copies and the name of each State for which reports are requested:

RETAIL TRADE		WHOLESALE TRADE		SELECTED SERVICE TRADES	
No.	States requested	No.	States requested	No.	States requested
All Retail Trade reports. Price \$4.00		All Wholesale Trade reports. Price \$4.00		All Selected Service reports. Price \$4.00	

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Street Address ----- City ----- Zone ----- State -----

DEPARTMENT OF COMMERCE

BUREAU OF THE CENSUS

WASHINGTON 25, D. C.

OFFICIAL BUSINESS

PENALTY FOR PRIVATE USE TO AVOID
PAYMENT OF POSTAGE, \$300
(PMGC)

1954 Census of Business WHOLESALE TRADE

December 1955

Series: PW-1-10

FLORIDA

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Establishments, Sales, Payroll, and Personnel

County and city	Total				Active proprietors of unincorporated businesses, November (Number)	Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15			Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Florida, total.....1954.....	5,309	207,928	4,113,851	64,857	2,982	3,699	1,735,809	1,610	1,666,232
.....1948.....	3,408	119,248	2,428,063	47,417	1,876	2,098	944,628	1,310	985,608
Alachua County.....	65	14,477	29,536	990	41	33	14,245	32	14,489
Albany County.....	51	(D)	(D)	(D)	(D)	31	(D)	2	(D)
Alamogordo County.....	14	(D)	(D)	(D)	(D)	2	(D)	12	(D)
Baker County.....	9	55	1,158	26	6	5	366	4	1,206
Bay County.....	62	2,035	38,047	625	51	45	14,665	18	21,485
Bay County.....	56	1,988	38,045	610	47	41	14,611	15	20,459
Remainder of County.....	7	47	902	15	4	4	704	3	826
Brevard County.....	7	(D)	(D)	(D)	(D)	2	(D)	5	(D)
Brevard County.....	46	1,300	27,753	684	30	22	2,941	24	16,830
Broward County.....	204	64,420	1,304,580	1,640	102	155	52,820	49	55,631
Burlington County.....	128	34,859	79,109	972	56	112	39,328	16	18,679
Hollywood.....	24	1,094	21,854	294	10	18	7,358	6	12,831
Pompano Beach.....	26	308	4,361	51	19	5	1,505	21	17,561
Remainder of County.....	26	1,159	22,236	323	17	20	4,627	6	6,560
Calhoun County.....	10	83	2,104	31	9	3	913	7	1,560
Charlotte County.....	7	(D)	(D)	(D)	(D)	2	(D)	5	(D)
Citrus County.....	11	34	733	54	8	6	572	5	1,032
Clay County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Collier County.....	23	440	15,351	294	13	10	2,073	13	2,683
Columbia County.....	19	222	4,781	101	16	8	1,941	11	3,539
Lake City.....	18	(D)	(D)	(D)	(D)	7	(D)	7	(D)
Remainder of County.....	1	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Dade County.....	1,324	54,398	1,057,254	13,646	628	1,058	567,534	266	274,427
Doral City.....	36	948	20,503	272	23	28	12,644	8	21,776
Miami Beach.....	38	1,422	29,446	415	15	35	14,998	3	1,603
Miami Beach.....	1,019	34,567	845,409	10,833	876	829	463,567	190	202,805
Miami Shores.....	61	1,501	27,588	368	38	48	20,744	13	15,638
Miami Springs.....	9	(D)	(D)	(D)	(D)	1	(D)	...	...
North Miami.....	9	(D)	(D)	(D)	(D)	7	(D)	2	(D)
North Miami.....	20	381	6,334	86	9	15	2,393	5	2,394
Opaloca.....	4	40	936	24	3	4	518	...	...
Remainder of County.....	136	(D)	(D)	(D)	(D)	91	(D)	11	(D)
De Soto County.....	12	507	15,675	397	8	4	491	8	3,875
Dixie County.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)
Duval County.....	715	40,473	791,168	10,391	350	506	534,276	209	487,962
Jacksonville.....	661	38,422	747,383	9,777	306	466	513,437	195	476,961
Jacksonville Beach.....	3	8	(2)	3	7	...	...	3	1,372
Remainder of County.....	51	2,043	4,3635	611	37	40	20,839	11	9,629
Escambia County.....	127	4,704	96,025	1,390	66	93	56,970	34	25,131
Pensacola.....	103	4,030	80,794	1,170	44	76	47,276	27	21,811
Remainder of County.....	24	674	15,231	220	22	17	9,694	7	3,520
Flagler County.....	4	(D)	(D)	(D)	(D)	1	(D)	3	(D)
Franklin County.....	30	278	6,188	255	24	27	1,841	3	1,076
Gadsden County.....	24	362	8,903	246	33	13	5,715	11	5,866
Catahoochee.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Quincy.....	21	(D)	(D)	(D)	(D)	11	(D)	10	(D)
Remainder of County.....	1	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Gilchrist County.....	2	(D)	(D)	(D)	(D)	...	...	2	(D)
Glades County.....	1	(D)	(D)	(D)	(D)	...	...	1	(D)
Gulf County.....	6	106	2,203	66	3	3	624	3	3,352
Hamilton County.....	7	47	817	25	14	3	805	4	1,522
Hardee County.....	18	285	6,303	159	16	5	748	13	10,945
Henry County.....	7	(D)	(D)	(D)	(D)	1	(D)	6	(D)
Herndon County.....	8	(D)	(D)	(D)	(D)	1	(D)	7	(D)
Hillsdale County.....	26	2,052	54,818	1,071	9	10	3,708	16	19,334
Sebring.....	13	660	15,064	226	4	7	3,046	6	2,941
Remainder of County.....	13	1,392	39,754	845	5	3	662	10	16,393
Hillsborough County.....	641	28,368	557,691	7,617	347	472	269,633	169	287,368
Plant City.....	20	583	8,926	140	17	9	2,274	11	4,489
Tempe.....	605	27,063	531,177	7,160	320	457	266,069	168	226,468
Remainder of County.....	16	962	17,588	317	10	6	1,290	10	16,411
Holmes County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Indian River County.....	22	981	21,441	507	14	9	1,834	13	7,946

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (2) Less than \$500. ... Represents zero.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Jackson County.....	35	751	16,070	390	27	19	4,710	16	10,663
Madison.....	26	550	11,339	267	19	14	3,313	12	9,087
Remainder of County.....	9	201	4,731	123	8	5	1,397	4	1,576
Jefferson County.....	8	(D)	(D)	(D)	(D)	2	(D)	6	(D)
Lafayette County.....	***	***	***	***	***	***	***	***	***
Lake County.....	72	3,564	71,118	1,950	46	23	2,877	49	25,158
Leesburg.....	27	1,870	18,855	430	13	11	1,837	16	7,857
Remainder of County.....	45	2,573	52,259	1,520	33	12	1,040	33	17,384
Lee County.....	65	1,815	27,652	536	59	47	12,379	18	7,299
Fort Myers.....	57	(D)	(D)	(D)	(D)	41	(D)	16	(D)
Remainder of County.....	8	(D)	(D)	(D)	(D)	6	(D)	2	(D)
Leon County.....	84	2,224	43,450	710	51	62	24,907	22	10,709
Tallahassee.....	76	(D)	(D)	(D)	(D)	55	(D)	21	(D)
Remainder of County.....	8	(D)	(D)	(D)	(D)	7	(D)	1	(D)
Levy County.....	11	(D)	(D)	(D)	(D)	2	(D)	9	(D)
Liberty County.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)
Madison County.....	9	118	2,163	62	6	3	490	6	3,638
Manatee County.....	57	1,152	29,406	510	45	39	5,056	18	7,484
Bradenton.....	29	492	13,051	192	23	20	2,938	9	4,056
Remainder of County.....	28	660	16,355	318	22	19	2,118	9	3,428
Marion County.....	63	1,734	33,826	768	35	37	15,418	26	13,711
Ocala.....	47	1,193	22,684	339	20	31	13,239	16	10,487
Remainder of County.....	16	541	11,142	429	15	6	2,179	10	3,224
Martin County.....	8	38	732	16	7	4	263	4	1,194
Monroe County.....	33	1,173	22,524	238	19	25	11,147	8	2,561
Key West.....	7	430	9,070	153	7	4	1,291	3	1,600
Remainder of County.....	7	430	9,070	153	7	4	1,291	3	1,600
Nassau County.....	15	141	2,824	43	20	10	1,489	5	1,542
Ocala.....	18	496	9,366	175	15	12	3,312	6	2,826
Crystal River.....	8	335	8,072	135	8	5	600	3	1,580
Remainder of County.....	10	335	8,072	135	7	7	3,226	3	2,126
Okeechobee County.....	10	60	1,278	27	7	7	1,012	3	351
Orange County.....	307	15,706	295,188	5,435	153	223	105,897	88	69,161
Orlando.....	243	10,146	195,772	2,493	126	190	93,487	53	39,297
Winter Park.....	7	(D)	(D)	(D)	(D)	6	(D)	1	(D)
Remainder of County.....	57	(D)	(D)	(D)	(D)	27	(D)	30	(D)
Osceola County.....	13	326	4,569	269	11	4	228	9	4,583
Palm Beach County.....	187	4,714	88,649	1,424	98	137	45,150	50	29,503
Belle Glade.....	11	74	1,601	27	7	7	1,984	4	2,697
Delray Beach.....	13	153	3,249	42	8	9	1,117	4	856
Lake Worth.....	10	(D)	(D)	(D)	(D)	8	(D)	2	(D)
West Palm Beach.....	108	3,230	58,493	889	48	85	27,865	23	14,439
Remainder of County.....	45	(D)	(D)	(D)	(D)	28	(D)	17	(D)
Pasco County.....	16	(D)	(D)	(D)	(D)	9	(D)	7	(D)
Pipeclass County.....	225	5,966	113,582	1,899	126	178	46,632	47	34,783
Clearwater.....	33	891	17,593	292	10	24	4,281	9	3,987
St. Petersburg.....	150	4,184	78,844	1,207	89	139	39,652	29	24,090
Remainder of County.....	42	934	17,135	400	27	28	3,729	14	6,706
Polk County.....	213	10,545	229,901	4,874	136	127	62,505	86	95,211
Bartow.....	10	95	1,859	33	10	5	1,085	5	1,760
Haines City.....	11	(D)	(D)	(D)	(D)	6	(D)	3	(D)
Lake Wales.....	15	65	14,795	35	8	8	1,487	7	4,048
Lakeland.....	83	2,071	39,750	624	52	61	24,196	22	12,617
Winter Haven.....	31	1,528	33,034	806	20	18	8,450	13	41,379
Remainder of County.....	63	(D)	(D)	(D)	(D)	29	(D)	34	(D)
Putnam County.....	32	401	8,682	191	25	14	2,097	18	5,866
Palatka.....	14	144	2,890	61	12	6	909	8	2,443
Remainder of County.....	18	257	5,792	130	14	8	1,188	10	3,423
St. Johns County.....	39	806	13,787	239	29	22	4,798	17	9,258
St. Augustine.....	27	452	9,538	155	25	18	4,101	9	3,755
Remainder of County.....	12	354	4,249	84	4	4	697	8	5,503
St. Lucie County.....	57	2,182	45,252	1,395	27	28	5,527	20	28,433
Fort Pierce.....	46	212	4,276	994	21	25	5,139	21	27,258
Remainder of County.....	11	170	1,976	71	6	3	388	8	1,175
Santa Rosa County.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)
Sarasota County.....	26	1,086	20,367	379	33	41	9,823	15	8,589
Sarasota.....	43	673	13,754	219	23	35	7,602	8	2,599
Remainder of County.....	13	389	6,613	160	10	6	2,221	7	1,985
Sefford County.....	42	2,481	60,701	1,741	22	18	5,118	24	19,843
Sanford.....	33	1,349	27,314	664	18	15	4,605	18	10,668
Remainder of County.....	9	1,132	33,387	1,077	4	3	513	6	9,175

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not otherwise classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November	Establishments	Sales	Establishments	Sales
			Payroll (Dollars)	Employees (Number)					
(Number)	(\$1,000)	(Dollars)	(Number)	(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)	
Sumter County.....	6	(0)	(0)	(0)	(0)	1	(0)	5	(0)
Suwannee County.....	15	200	2,965	52	14	5	678	10	8,833
Taylor County.....	14	154	3,053	61	11	8	1,338	6	1,811
Union County.....	2	(0)	(0)	(0)	(0)	...	...	2	(0)
Volusia County.....	117	21,297	43,983	834	61	77	18,686	40	11,976
Daytona Beach.....	57	1,218	22,965	307	25	42	12,642	15	5,357
De Land.....	15	212	4,188	90	10	7	1,045	8	2,660
New Smyrna Beach.....	8	152	4,522	58	5	4	321	4	1,322
Remainder of County.....	37	715	12,308	339	21	24	4,678	13	2,437
Wakulla County.....	1	(0)	(0)	(0)	(0)	...	...	1	(0)
Walton County.....	14	148	2,855	56	11	6	1,298	8	3,211
Washington County.....	10	104	2,393	55	9	6	1,013	4	1,180

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

FLORIDA (67 COUNTIES)



LEGEND

- PLACES OF 25,000 TO 100,000 (1950)
- ★ PLACES OF 100,000 AND OVER (1950)
- ▨ STANDARD METROPOLITAN AREAS

STANDARD METROPOLITAN AREAS

- CODE
- 066 JACKSONVILLE
 - 089 MIAMI
 - 105 ORLANDO
 - 149 TAMPA-ST. PETERSBURG

0000
OF 1950
KEY WEST

PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes. Announcements concerning the bulletin series and the volumes may be obtained by filling out the form on the next page.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

ORDER BLANK

REQUESTS FOR ANNOUNCEMENTS OF 1954 CENSUS OF BUSINESS BULLETINS AND VOLUMES

To receive announcements concerning forthcoming 1954 Census of Business publications, complete this sheet, detach and mail to **Bureau of the Census, Washington 25, D. C.**

(Check appropriate boxes to show the series for which announcements are desired)

- | | | |
|---|--|--|
| <p style="text-align: center;">Retail Trade</p> <input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Central Business District Bulletins
<input type="checkbox"/> Census Volumes | <p style="text-align: center;">Wholesale Trade</p> <input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Census Volumes | <p style="text-align: center;">Selected Service Trades</p> <input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Census Volumes |
| <input type="checkbox"/> Public Merchandise Warehouses
<input type="checkbox"/> 1954 Census of Business—Puerto Rico | | |

ORDERS FOR ADDITIONAL COPIES OF PRELIMINARY REPORTS OF 1954 CENSUS OF BUSINESS RESULTS

Three separate *preliminary* series of reports—for retail trade, for wholesale trade, and for selected service trades—are being issued. Each of these three preliminary series consists of a United States report and a report for each State. Orders for copies of preliminary reports should be sent to the Bureau of the Census, Washington 25, D. C. Payment must be included with your order. Make checks or money orders payable to Census, Department of Commerce. Government Printing Office coupons or authorizations to charge the amount to your account with the Superintendent of Documents will also be acceptable. In the last instance, please report your account number. **The cost of each report is 10 cents.**

Please indicate number of copies and the name of each State for which reports are requested:

RETAIL TRADE		WHOLESALE TRADE		SELECTED SERVICE TRADES	
No.	States requested	No.	States requested	No.	States requested
All Retail Trade reports. Price \$4.00		All Wholesale Trade reports. Price \$4.00		All Selected Service reports. Price \$4.00	

Total number of copies ordered: -----
(Number)

Amount of money order or check enclosed \$-----

Your Name -----

Street Address ----- City ----- Zone ----- State -----

1954 Census of Business WHOLESALE TRADE

January 1956

Series:PW-1-11

GEORGIA

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

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

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



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

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

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

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

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

EXPLANATION OF TERMS

Establishments

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

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

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

Sales

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

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

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

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

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

Active proprietors of unincorporated businesses

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

PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE

Establishments, Sales, Payroll, and Personnel

County and city	Total				Merchant wholesalers		Other operating types		
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Georgia, total.....1954..	4,488	200,574	3,901,063	54,236	2,728	2,658	1,535,708	1,830	2,958,160
.....1948..	3,586	131,194	2,507,143	43,117	2,215	1,835	1,063,207	1,751	2,084,196
Appling County.....	8	56	1,084	34	8	1	676	5	3,243
Atkinson County.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)
Bacon County.....	8	140	2,979	62	9	5	3,336	3	1,181
Baker County.....	1	(D)	(D)	(D)	(D)	***	(D)	1	(D)
Baldwin County.....	13	153	3,138	63	15	7	2,496	6	1,864
Milledgeville.....	11	(D)	(D)	(D)	(D)	7	(D)	4	(D)
Remainder of County.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)
Banks County.....	7	(D)	(D)	(D)	(D)	1	(D)	***	***
Barrow County.....	13	130	2,305	52	9	7	1,427	6	3,263
Bartow County.....	18	318	6,267	98	15	10	4,162	8	4,264
Cartersville.....	13	(D)	(D)	(D)	(D)	7	(D)	6	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)
Ben Hill County.....	23	257	5,199	150	20	11	1,929	12	4,127
Fitzgerald.....	17	(D)	(D)	(D)	(D)	9	(D)	8	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	2	(D)	4	(D)
Berrien County.....	13	(D)	(D)	(D)	(D)	2	(D)	11	(D)
Bibb County.....	167	71,095	1,533,993	2,101	87	127	66,917	40	35,701
Macon.....	154	61,525	1,194,952	1,943	80	118	62,870	36	31,191
Remainder of County.....	13	570	13,441	158	7	9	4,047	4	3,910
Blackley County.....	7	(D)	(D)	(D)	(D)	5	(D)	2	(D)
Brentley County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Brooks County.....	14	74	1,449	123	17	3	95	11	5,141
Bryan County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Bulloch County.....	30	670	3,651	301	27	14	6,188	16	10,067
Statesboro.....	26	(D)	(D)	(D)	(D)	12	(D)	14	(D)
Remainder of County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Burke County.....	19	277	6,050	131	10	5	1,430	14	5,638
Burt County.....	6	(D)	(D)	(D)	(D)	2	(D)	4	(D)
Calhoun County.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)
Candler County.....	7	(D)	(D)	(D)	(D)	5	(D)	2	(D)
Candler County.....	9	(D)	(D)	(D)	(D)	2	(D)	7	(D)
Carroll County.....	15	429	8,012	183	20	8	7,161	7	2,776
Carrollton.....	13	(D)	(D)	(D)	(D)	7	(D)	6	(D)
Remainder of County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Catoosa County.....	6	63	843	12	7	6	873	***	***
Charlton County.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)
Chatahoochee County.....	270	11,245	206,538	2,933	153	202	104,103	68	123,408
Swainsboro.....	240	9,441	171,121	2,470	140	183	92,755	57	99,470
Remainder of County.....	30	1,904	35,417	463	13	19	11,348	11	24,118
Chatahoochee County.....	***	***	***	***	***	***	***	***	***
Chatooga County.....	8	(D)	(D)	(D)	(D)	6	(D)	2	(D)
Cherokee County.....	17	250	5,435	89	11	10	3,446	7	4,027
Clarke County.....	65	2,418	461,334	825	47	50	36,130	15	13,298
Athens.....	59	(D)	(D)	(D)	(D)	48	(D)	11	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	2	(D)	4	(D)
Clay County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Clayton County.....	12	(D)	(D)	(D)	(D)	11	(D)	1	(D)
College Park (part).....	2	(D)	(D)	(D)	(D)	2	(D)	***	***
Remainder of County.....	10	(D)	(D)	(D)	(D)	9	(D)	1	(D)
Clinch County.....	7	(D)	(D)	(D)	(D)	2	(D)	5	(D)
Cobb County.....	34	563	11,610	198	30	23	8,460	11	8,890
Marietta.....	24	467	9,875	156	19	17	7,594	7	6,279
Remainder of County.....	10	96	1,735	42	11	6	866	4	2,611
Coffee County.....	29	720	12,154	262	20	17	7,144	12	8,706
Douglas.....	25	(D)	(D)	(D)	(D)	15	(D)	10	(D)
Remainder of County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Colquitt County.....	17	317	7,057	175	13	10	4,107	7	5,571
Moultrie.....	16	(D)	(D)	(D)	(D)	10	(D)	6	(D)
Remainder of County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Columbia County.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)
Cook County.....	12	117	2,114	54	16	4	1,883	8	3,346

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 *College Park is in Clayton and Fulton counties.

4 PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE—Continued

Establishments, Sales, Payroll, and Personnel

County and city	Total				Merchant wholesalers		Other operating types		
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)	
			Payroll (Dollars)	Employees (Number)					Active proprietors of unincorporated businesses, November (Number)
Coveta County.....	26	466	9,139	182	25	16	24,695	10	2,048
Newman.....	24	(D)	(D)	(D)	(D)	15	(D)	9	(D)
Remainder of County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Crawford County.....	1	(D)	(D)	(D)	(D)	...	...	1	(D)
Crisp County.....	25	467	10,017	215	15	16	4,906	9	2,195
Cordele.....	22	452	9,565	202	14	13	4,737	9	2,195
Remainder of County.....	3	15	(Z)	13	1	3	169	...	...
Dade County.....	1	(D)	(D)	(D)	(D)	...	...	1	(D)
Dawson County.....	...	...	...	...	...	...	...	...	...
Deatur County.....	24	962	15,750	639	16	14	5,216	10	5,037
Bainbridge.....	16	281	5,280	108	13	9	2,613	7	2,947
Remainder of County.....	8	681	10,474	531	3	5	3,103	3	2,090
De Kalb County.....	127	6,980	144,302	1,678	56	61	55,713	66	60,389
Atlanta (part).....	38	1,633	31,553	378	11	17	12,467	21	21,246
Decatur.....	33	1,125	23,770	271	9	17	4,032	16	24,323
North Atlanta.....	...	...	...	...	...	...	...	...	...
Remainder of County.....	56	4,230	88,979	1,029	36	27	39,214	29	70,366
Dodge County.....	17	198	2,957	61	16	11	5,272	6	3,740
Dooly County.....	10	159	3,081	44	11	3	639	7	2,725
Dougherty County.....	104	4,370	82,184	1,342	56	76	48,221	28	36,305
Albany.....	99	(D)	(D)	(D)	(D)	72	(D)	27	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Douglas County.....	6	(D)	(D)	(D)	(D)	4	(D)	2	(D)
Early County.....	12	204	4,850	123	14	7	1,725	5	2,343
Echols County.....	...	...	...	...	...	...	...	...	...
Effingham County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Elbert County.....	25	225	4,531	98	28	17	3,182	8	2,489
Elberton.....	23	(D)	(D)	(D)	(D)	15	(D)	8	...
Remainder of County.....	2	(D)	(D)	(D)	(D)	2	(D)	...	...
Emanuel County.....	16	195	4,217	104	14	7	2,883	9	4,445
Evans County.....	12	93	1,680	84	8	5	782	7	3,678
Fannin County.....	9	(D)	(D)	(D)	(D)	7	(D)	2	(D)
Fayette County.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Floyd County.....	72	1,793	32,287	478	36	47	19,874	25	15,486
Rome.....	65	(D)	(D)	(D)	(D)	(D)	(D)	20	(D)
Remainder of County.....	7	(D)	(D)	(D)	(D)	2	(D)	5	(D)
Forsyth County.....	7	(D)	(D)	(D)	(D)	5	(D)	2	(D)
Franklin County.....	9	91	1,722	43	5	4	1,100	5	2,292
Fulton County.....	1,668	125,013	2,446,701	28,425	759	897	732,092	771	2,173,295
Atlanta (part).....	1,630	122,356	2,390,003	27,925	745	876	720,526	754	2,146,948
College Park (part).....	2	(D)	(D)	(D)	(D)	2	(D)	...	...
East Point.....	19	2,345	48,911	526	5	11	9,888	8	17,927
Superior.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Remainder of County.....	12	(D)	(D)	(D)	(D)	4	(D)	8	(D)
Gilmer County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Glascock County.....	...	...	...	...	...	...	...	...	...
Glynn County.....	40	1,082	20,343	406	24	27	11,628	13	3,733
Brunswick.....	35	(D)	(D)	(D)	(D)	23	(D)	12	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Gordon County.....	12	146	2,317	47	6	8	1,464	4	1,905
Grady County.....	19	494	10,523	219	8	12	6,170	7	2,263
Cairo.....	18	(D)	(D)	(D)	(D)	11	(D)	7	(D)
Remainder of County.....	1	(D)	(D)	(D)	(D)	1	(D)	...	...
Greene County.....	7	(D)	(D)	(D)	(D)	2	(D)	5	(D)
Guinn County.....	19	127	2,791	57	14	12	1,780	7	3,611
Habersham County.....	17	170	3,539	85	12	11	2,689	6	1,685
Hall County.....	62	1,381	25,193	490	43	54	20,369	15	10,688
Gainesville.....	69	(D)	(D)	(D)	(D)	48	(D)	14	(D)
Remainder of County.....	7	(D)	(D)	(D)	(D)	6	(D)	1	(D)
Hancock County.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)
Haralson County.....	6	(D)	(D)	(D)	(D)	5	(D)	1	(D)
Harris County.....	1	(D)	(D)	(D)	(D)	1	(D)

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 *College Park is in Clayton and Fulton counties. *Atlanta is in De Kalb and Fulton counties.

Establishments, Sales, Payroll, and Personnel

County and city	Total				Merchant wholesalers		Other operating types		
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proportions of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Hart County.....	7	66	1 259	28	6	4	2 196	3	609
Heard County.....	2	(D)	(D)	(D)	(D)	2	(D)	***	***
Henry County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Houston County.....	9	134	2 517	45	6	6	1 153	3	864
Warner Robins.....	4	(D)	(D)	(D)	(D)	4	(D)	***	***
Remainder of County.....	5	(D)	(D)	(D)	(D)	2	(D)	3	(D)
Irwin County.....	3	24	(2)	22	3	***	***	3	1 433
Jackson County.....	4	(D)	(D)	(D)	(D)	1	(D)	3	(D)
Jasper County.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Jeff Davis.....	6	57	979	28	5	3	543	3	2 240
Jefferson County.....	14	73	1 550	36	15	6	1 114	8	1 557
Jenkins County.....	10	123	2 004	49	12	5	2 829	5	888
Johnson County.....	7	(D)	(D)	(D)	(D)	2	(D)	5	(D)
Jones County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Lamar County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Lander County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Laurens County.....	38	929	20 808	339	23	26	9 558	12	13 158
Dublin.....	35	(D)	(D)	(D)	(D)	24	(D)	11	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Lee County.....	3	49	1 165	64	***	3	879	***	***
Liberty County.....	6	56	1 261	24	2	3	185	3	1 194
Lincoln County.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)
Long County.....	***	***	***	***	***	***	***	***	***
Lowndes County.....	76	2 020	40 955	841	40	49	19 322	27	16 650
Yaldosta.....	66	1 872	36 701	704	36	42	17 270	24	13 128
Remainder of County.....	10	148	4 254	137	4	7	2 052	3	3 522
Lumpkin County.....	***	***	***	***	***	***	***	***	***
McDuffie County.....	13	145	2 712	58	19	6	3 605	7	4 703
Meintosh County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Macon County.....	7	(D)	(D)	(D)	(D)	5	(D)	2	(D)
Madison County.....	2	(D)	(D)	(D)	(D)	2	(D)	***	***
Marion County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Meriwether County.....	10	44	796	29	7	5	403	5	1 074
Miller County.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)
Mitchell County.....	26	655	14 342	357	17	13	8 169	13	3 809
Monroe County.....	6	53	1 078	19	5	3	406	3	2 376
Montgomery County.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***
Morgan County.....	11	248	4 471	93	11	7	4 790	4	3 823
Murray County.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***
Macoye County.....	153	6 719	126 072	1 832	77	113	56 875	40	45 795
Columbus.....	148	(D)	(D)	(D)	(D)	111	(D)	37	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	2	(D)	3	(D)
Newton County.....	14	126	2 489	90	13	7	1 210	7	2 850
Covington.....	11	(D)	(D)	(D)	(D)	6	(D)	5	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Oconee County.....	2	(D)	(D)	(D)	(D)	2	(D)	***	***
Oglethorpe County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Paulding County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Peach County.....	11	207	2 825	61	7	5	3 659	6	1 864
Port Valley.....	10	(D)	(D)	(D)	(D)	4	(D)	6	(D)
Remainder of County.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***
Pickens County.....	6	(D)	(D)	(D)	(D)	1	(D)	5	(D)
Pierce County.....	8	72	1 575	95	8	5	386	3	2 755
Pike County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)

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6 PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES: CITIES OF 5,000 INHABITANTS OR MORE

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Folk County.....	17	412	8,698	139	13	12	8,799	5	2,637
Cedartown.....	15	(D)	(D)	(D)	(D)	2	(D)	5	(D)
Remainder of County.....	2	(D)	(D)	(D)	(D)	2	(D)	***	***
Pulaski County.....	11	158	3,621	95	7	4	1,030	7	2,470
Putnam County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Quitman County.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***
Rabun County.....	5	(D)	(D)	(D)	(D)	2	(D)	3	(D)
Randolph County.....	17	176	3,666	131	10	10	4,393	7	2,983
Richmond County.....	185	6,232	115,560	1,766	137	141	64,863	44	42,740
Augusta.....	167	5,661	104,270	1,603	112	126	60,042	41	40,760
Remainder of County.....	18	571	11,290	163	25	15	4,821	3	1,980
Rockdale County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Schley County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Sevren County.....	7	(D)	(D)	(D)	(D)	1	(D)	6	(D)
Seminole County.....	7	211	4,156	89	4	3	1,854	4	3,772
Spalding County.....	38	1,226	22,941	449	20	27	17,404	11	6,370
Criffin.....	27	1,015	19,281	358	13	21	13,600	6	2,873
Remainder of County.....	11	211	3,660	91	7	6	3,804	5	3,497
Stephens County.....	15	186	3,646	67	14	11	2,627	4	1,961
Toccoa.....	13	(D)	(D)	(D)	(D)	9	(D)	4	(D)
Remainder of County.....	2	(D)	(D)	(D)	(D)	2	(D)	***	***
Stewart County.....	5	(D)	(D)	(D)	(D)	2	(D)	3	(D)
Sumter County.....	19	355	6,305	114	9	11	4,160	8	2,272
Americus.....	13	(D)	(D)	(D)	(D)	9	(D)	6	(D)
Remainder of County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Talbot County.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)
Taliaferro County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Tattall County.....	8	66	1,328	34	5	3	429	5	2,653
Taylor County.....	4	(D)	(D)	(D)	(D)	1	(D)	3	(D)
Telfair County.....	15	263	10,182	115	16	8	3,437	7	3,089
Terrell County.....	9	93	1,810	44	3	4	1,090	5	2,836
Thomas County.....	46	1,019	19,134	352	39	30	7,402	16	9,301
Thomasville.....	39	(D)	(D)	(D)	(D)	25	(D)	14	(D)
Remainder of County.....	7	(D)	(D)	(D)	(D)	5	(D)	2	(D)
Tift County.....	37	837	18,624	546	20	17	7,244	20	12,710
Tifton.....	34	(D)	(D)	(D)	(D)	15	(D)	19	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Toombs County.....	26	489	7,727	442	27	18	7,978	18	13,808
Widula.....	39	398	6,397	392	15	15	6,652	12	6,310
Remainder of County.....	9	90	1,330	50	12	3	1,326	6	7,494
Towns County.....	***	***	***	***	***	***	***	***	***
Trenton County.....	4	(D)	(D)	(D)	(D)	1	(D)	3	(D)
Troup County.....	45	1,147	19,831	389	34	33	15,068	12	4,235
La Grange.....	28	718	13,235	217	17	19	9,548	9	3,232
Remainder of County.....	17	433	7,602	172	10	14	5,520	3	1,003
Turner County.....	7	(D)	(D)	(D)	(D)	1	(D)	6	(D)
Twiggs County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Union County.....	***	***	***	***	***	***	***	***	***
Upson County.....	20	178	3,579	88	12	12	2,081	8	2,722
Thomaston.....	18	(D)	(D)	(D)	(D)	11	(D)	7	(D)
Remainder of County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Walker County.....	15	157	3,669	55	11	5	582	10	3,515
Walton County.....	11	114	2,226	37	8	5	1,255	6	3,272
Ware County.....	47	796	15,140	264	41	28	7,298	19	9,827
Waycross.....	39	698	13,974	32	6	24	9,548	15	8,157
Remainder of County.....	8	58	1,166	32	6	4	1,86	4	1,670
Warren County.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)
Washington County.....	13	79	1,494	46	10	6	921	7	1,892
Wayne County.....	16	490	9,046	156	9	9	4,762	7	4,258

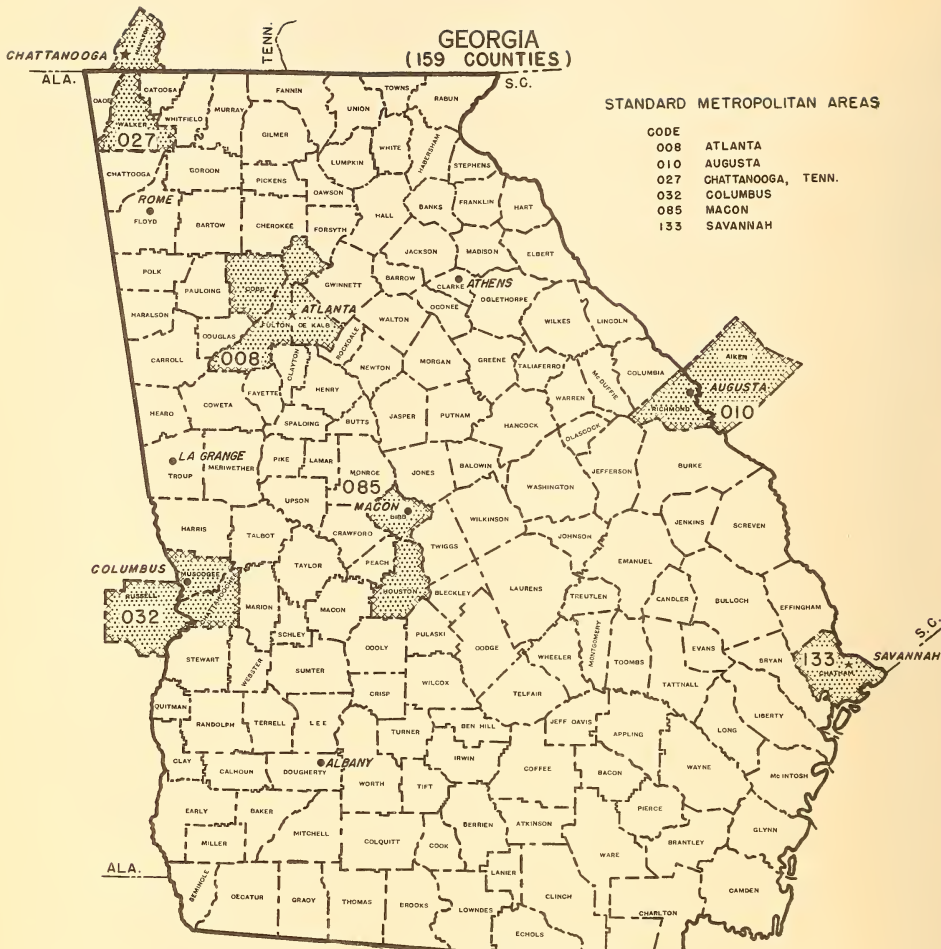
Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Webster County.....	***	***	***	***	***	***	***	***	***
Wheeler County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
White County.....	4	23	(Z)	13	5	4	667	***	***
Whitfield County.....	36	721	151,827	266	29	25	61,033	11	7,628
Delton.....	32	(D)	(D)	(D)	(D)	23	(D)	9	(D)
Remainder of County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Wilcox County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Wilkes County.....	14	125	2,579	50	8	8	1,084	6	2,054
Wilkinson County.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Worth County.....	9	(D)	(D)	(D)	(D)	2	(D)	7	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.


GEORGIA (159 COUNTIES)



STANDARD METROPOLITAN AREAS

CODE	CITY
008	ATLANTA
010	AUGUSTA
027	CHATTANOOGA, TENN.
032	COLUMBUS
085	MAGON
133	SAVANNAH

LEGEND

- PLACES OF 25,000 TO 100,000 (1950)¹
- ★ PLACES OF 100,000 AND OVER (1950)
-  STANDARD METROPOLITAN AREAS

U. S. DEPARTMENT OF COMMERCE

Field Offices

ALBUQUERQUE, N. MEX.
Rm. 321, Post Office Bldg.
Phone: 7-0311, Ext. 386

ATLANTA 5, GA.
Room 336
Peachtree and Seventh St. Bldg.
Phone: Elgin 3311

BOSTON 9, MASS.
Room 1416
U. S. Post Office & Courthouse
Phone: Liberty 2-5600
Ext. 478

BUFFALO 3, N. Y.
504 Federal Bldg.
117 Ellicott Street
Phone: Madison 4216

CHARLESTON 4, S. C.
Area 2 Sergeant Jasper Bldg.
West End Broad Street
Phone: 2-7771

CHEYENNE, WYO.
307 Federal Office Bldg.
Phone: 8-8931, Ext. 101 & 102

CHICAGO 6, ILL.
226 West Jackson Blvd.
Phone: Andover 3-3600

CINCINNATI 2, OHIO
442 U. S. Post Office &
Courthouse
Phone: Cherry 5820, Ext. 440

CLEVELAND 14, OHIO
1100 Chester Avenue
Phone: Cherry 1-7900

DALLAS 2, TEX.
1114 Commerce Street
Phone: Sterling 5611

DENVER 2, COLO.
142 New Custom House
Phone: Keystone 4-4151,
Ext. 598

DETROIT 26, MICH.
438 Federal Bldg.
Phone: Woodward 3-9330

EL PASO, TEX.
Chamber of Commerce Bldg.
Phone: 4-1411, Ext. 235

HOUSTON 2, TEX.
430 Lamar Avenue
Phone: Capitol 7201

JACKSONVILLE 1, FLA.
425 Federal Bldg.
Phone: Elgin 4-7111

KANSAS CITY 6, MO.
Federal Office Bldg.
Phone: Baltimore 7000

LOS ANGELES 15, CALIF.
Rm 450 Western Pacific Bldg.
1031 South Broadway
Phone: Prospect 4711

MEMPHIS 3, TENN.
229 Federal Building
Phone: 8-3426

MIAMI 32, FLA.
316 U. S. Post Office Bldg.
300 NE. First Avenue
Phone: 9-5431

MINNEAPOLIS 1, MINN.
319 Metropolitan Bldg.
2nd Ave. So & 3rd St.
Phone: Main 3244

NEW ORLEANS 12, LA.
333 St. Charles Avenue
Phone: Express 2411, Ext. 6117

NEW YORK 17, N. Y.
4th Floor, 110 E. 45th St.
Phone: Murray Hill 4-5130

PHILADELPHIA 7, PA.
Jefferson Bldg.
1015 Chestnut Street
Phone: Walnut 2-8770

PHOENIX, ARIZ.
137 North Second Avenue
Phone: Alpine 8-5851
Ext. 285 & 286

PITTSBURGH 22, PA.
817 Fulton Bldg., 107 Sixth St.
Phone: Grant 1-5370, Ext. 394

PORTLAND 4, OREG.
217 Old U. S. Courthouse
Phone: Broadway 8471, Ext. 151

RENO, NEV.
1479 Wells Avenue
Phone: 2-7133

RICHMOND 20, VA.
900 North Lombardy St.
The Annex, Room 264
Phone: 6-7051, Ext. 280

ST. LOUIS 1, MO.
910 New Federal Bldg.
Phone: Main 1-8100

SALT LAKE CITY 1, UTAH
Room 105
222 S. W. Temple St.
Phone: 4-2552
Ext. 341 & 342

SAN FRANCISCO 11, CALIF.
419 Customhouse
555 Battery St.
Phone: Yukon 6-3111

SAVANNAH, GA.
235 U. S. Courthouse
& Post Office Bldg.
Phone: 2-4755

SEATTLE 4, WASH.
809 Federal Office Bldg.
909 First Avenue
Phone: Mutual 3300, Ext. 496

PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

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Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

ORDER BLANK

REQUESTS FOR ANNOUNCEMENTS OF 1954 CENSUS OF BUSINESS BULLETINS AND VOLUMES

To receive announcements concerning forthcoming 1954 Census of Business publications, complete this sheet, detach and mail to **Bureau of the Census, Washington 25, D. C.**

(Check appropriate boxes to show the series for which announcements are desired)

- | | | |
|--|---|---|
| <p>Retail Trade</p> <p><input type="checkbox"/> Area Bulletins</p> <p><input type="checkbox"/> Subject Bulletins</p> <p><input type="checkbox"/> Trade Bulletins</p> <p><input type="checkbox"/> Central Business District Bulletins</p> <p><input type="checkbox"/> Census Volumes</p> | <p>Wholesale Trade</p> <p><input type="checkbox"/> Area Bulletins</p> <p><input type="checkbox"/> Subject Bulletins</p> <p><input type="checkbox"/> Trade Bulletins</p> <p><input type="checkbox"/> Census Volumes</p> | <p>Selected Service Trades</p> <p><input type="checkbox"/> Area Bulletins</p> <p><input type="checkbox"/> Subject Bulletins</p> <p><input type="checkbox"/> Trade Bulletins</p> <p><input type="checkbox"/> Census Volumes</p> |
| <p><input type="checkbox"/> Public Merchandise Warehouses</p> <p><input type="checkbox"/> 1954 Census of Business—Puerto Rico</p> | | |

ORDERS FOR ADDITIONAL COPIES OF PRELIMINARY REPORTS OF 1954 CENSUS OF BUSINESS RESULTS

Three separate *preliminary* series of reports—for retail trade, for wholesale trade, and for selected service trades—are being issued. Each of these three preliminary series consists of a United States report and a report for each State. Orders for copies of preliminary reports should be sent to the Bureau of the Census, Washington 25, D. C. Payment must be included with your order. Make checks or money orders payable to Census, Department of Commerce. Government Printing Office coupons or authorizations to charge the amount to your account with the Superintendent of Documents will also be acceptable. In the last instance, please report your account number. **The cost of each report is 10 cents.**

Please indicate number of copies and the name of each State for which reports are requested:

RETAIL TRADE		WHOLESALE TRADE		SELECTED SERVICE TRADES	
No.	States requested	No.	States requested	No.	States requested
All Retail Trade reports. Price \$4.00		All Wholesale Trade reports. Price \$4.00		All Selected Service reports. Price \$4.00	

Total number of copies ordered: _____
(Number)

Amount of money order or check enclosed \$ _____

Your Name _____

Street Address _____ City _____ Zone _____ State _____

18179

DEPARTMENT OF COMMERCE

BUREAU OF THE CENSUS

WASHINGTON 25, D. C.

OFFICIAL BUSINESS

PENALTY FOR PRIVATE USE TO AVOID

PAYMENT OF POSTAGE, \$300

1954 Census of Business

WHOLESALE TRADE

January 1956

Series: PW-1-12

IDAHO

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides preliminary findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

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

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



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

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

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

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

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

EXPLANATION OF TERMS

Establishments

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

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

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

Sales

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

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

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

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

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

Active proprietors of unincorporated businesses

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

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollar)	Employees (Number)					
Idaho, total.....1954..	1,270	26,906	578,289	1,920	823	529	192,622	741	287,376
.....1948..	1,102	19,205	430,057	8,877	681	308	122,152	574	287,232
Ada County.....	179	6,270	125,625	1,012	73	122	64,643	79	38,789
Boise City.....	143	5,379	106,479	1,326	55	102	55,030	41	21,948
Remainder of County.....	36	891	19,146	286	18	20	9,613	16	17,232
Adams County.....	6	7	(2)	1	5	***	***	6	1,017
Bannock County.....	95	2,147	46,092	643	36	53	20,465	42	19,672
Power (part).....	72	1,949	40,784	532	24	49	20,092	23	13,787
Remainder of County.....	23	198	5,308	111	12	4	373	19	5,885
Bear Lake County.....	13	64	1,333	21	8	3	400	10	2,789
Benevolence County.....	12	73	1,278	20	7	3	661	9	1,325
Bingham County.....	54	14,404	34,276	721	40	5	14,933	49	13,660
Blackfoot.....	21	(D)	(D)	(D)	(D)	2	(D)	19	(D)
Remainder of County.....	33	(D)	(D)	(D)	(D)	3	(D)	30	(D)
Blaine County.....	6	(D)	(D)	(D)	(D)	1	(D)	5	(D)
Boise County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Bonner County.....	23	125	2,566	37	21	9	1,031	14	2,384
Bonneville County.....	86	3,171	68,811	1,353	41	44	18,560	42	34,234
Idaho Falls.....	69	2,893	62,017	1,187	31	40	15,765	29	31,373
Remainder of County.....	17	278	6,794	166	10	4	799	13	2,861
Boundary County.....	12	(D)	(D)	(D)	(D)	2	(D)	10	(D)
Butte County.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)
Camas County.....	11	(D)	(D)	(D)	(D)	1	(D)	10	(D)
Canyon County.....	81	2,113	45,559	938	58	39	11,201	42	25,764
Calwell.....	24	680	13,411	258	15	12	4,831	12	12,405
Napavine.....	39	962	23,181	439	25	19	5,973	16	7,438
Remainder of County.....	42	445	9,007	281	18	8	397	14	6,171
Caribou County.....	14	(D)	(D)	(D)	(D)	2	(D)	12	(D)
Cassia County.....	40	493	9,693	237	27	15	1,794	27	10,304
Burley.....	29	(D)	(D)	(D)	(D)	12	(D)	17	(D)
Remainder of County.....	11	(D)	(D)	(D)	(D)	1	(D)	10	(D)
Clark County.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)
Clearwater County.....	6	(D)	(D)	(D)	(D)	1	(D)	5	(D)
Custer County.....	8	(D)	(D)	(D)	(D)	1	(D)	7	(D)
Elmore County.....	11	44	807	12	11	4	689	7	1,477
Franklin County.....	13	123	2,571	65	12	3	1,101	10	4,309
Fremont County.....	30	466	12,775	255	1	3	780	27	6,071
Gem County.....	17	294	3,982	103	9	6	1,328	11	4,264
Gooding County.....	24	343	6,606	114	13	9	2,827	15	5,045
Idaho County.....	21	260	6,152	62	17	7	1,887	14	2,942
Jefferson County.....	23	372	10,283	255	21	4	3,056	19	4,273
Jerome County.....	23	458	9,989	233	18	7	1,403	16	6,622
Kootenai County.....	40	493	8,915	127	35	15	2,578	25	4,476
Coeur D'Alene.....	28	(D)	(D)	(D)	(D)	13	(D)	19	(D)
Remainder of County.....	12	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Latah County.....	46	618	16,950	228	43	18	3,918	28	4,495
Massena.....	28	363	7,942	124	24	14	4,375	14	1,940
Remainder of County.....	18	253	9,008	74	19	4	1,543	14	2,515
Lemhi County.....	9	(D)	(D)	(D)	(D)	2	(D)	7	(D)
Lewis County.....	14	169	3,265	44	5	4	999	10	2,403
Lincoln County.....	8	(D)	(D)	(D)	(D)	1	(D)	7	(D)
Madison County.....	28	272	7,659	220	20	5	396	23	4,621
Minidoka County.....	20	507	11,066	255	10	7	962	13	5,398
Nevada County.....	57	1,584	35,227	467	51	42	15,824	35	7,560
Newton.....	52	(D)	(D)	(D)	(D)	3	(D)	13	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)
Oneida County.....	12	44	846	15	8	4	326	8	1,597
Owyhee County.....	5	98	1,432	29	4	***	***	5	1,098
Payette County.....	22	480	7,447	222	12	9	1,586	13	3,428

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 *Pocatello is in Bannock and Power counties.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Fower County.....	11	(D)	(D)	(D)	(D)	1	(D)	10	(D)
Fossilito (part) ¹	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Remainder of County.....	9	(D)	(D)	(D)	(D)	***	***	9	(D)
Shoshone County.....	33	675	14,076	186	25	15	5,275	18	34217
Teton County.....	9	14	(Z)	5	5	***	***	9	14320
Twin Falls County.....	110	24996	674399	11165	73	53	234370	57	394970
Twin Falls.....	70	14794	391112	658	47	42	164818	28	261160
Remainder of County.....	40	14199	283227	507	26	11	64552	29	134810
Valley County.....	8	(D)	(D)	(D)	(D)	1	(D)	7	(D)
Washington County.....	22	125	24744	74	18	9	14346	13	24258
Yellowstone National Park (part) ²	***	***	***	***	***	***	***	***	***

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¹Fossilito is in Bannock and Fower counties. ²Yellowstone National Park is in Idaho, Montana and Wyoming.

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A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

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Three separate *preliminary* series of reports—for retail trade, for wholesale trade, and for selected service trades—are being issued. Each of these three preliminary series consists of a United States report and a report for each State. Orders for copies of preliminary reports should be sent to the Bureau of the Census, Washington 25, D. C. Payment must be included with your order. Make checks or money orders payable to Census, Department of Commerce. Government Printing Office coupons or authorizations to charge the amount to your account with the Superintendent of Documents will also be acceptable. In the last instance, please report your account number. **The cost of each report is 10 cents.**

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1954 Census of Business WHOLESALE TRADE

February 1956

Series: FW-1-13

ILLINOIS

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

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

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



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

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

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

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

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

EXPLANATION OF TERMS

Establishments

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

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

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

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Sales

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

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

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

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

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

Active proprietors of unincorporated businesses

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

Establishments, Sales, Payroll, and Personnel

County and city	Total				Merchant wholesalers		Other operating types		
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proportion of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Illinois, total.....1954.....	16,472	934,958	17,222,005	185,205	10,119	10,442	7,701,365	6,030	12,584,518
.....1948..	15,096	665,129	12,571,723	175,207	9,260	8,521	5,812,184	6,575	11,436,711
Adams County.....	124	4,005	73,188	1,141	91	79	42,912	45	23,176
Quincy.....	97	3,629	65,132	1,026	76	73	39,587	24	11,798
Remainder of County.....	27	376	7,456	75	6	6	3,355	21	11,493
Alexander County.....	44	1,374	28,337	406	33	30	14,632	14	7,720
Carlinville.....	38	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Bond County.....	22	303	61,447	109	15	10	24,237	12	3,394
Boone County.....	28	600	124,866	163	22	16	3,606	12	7,111
Belviders.....	17	290	63,443	88	13	11	2,608	6	3,866
Remainder of County.....	11	310	61,443	75	9	5	998	6	3,245
Brown County.....	13	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Bureau County.....	72	622	124,703	215	51	22	4,729	50	18,903
Princeton.....	15	134	2,675	57	11	4	478	11	2,948
Remainder of County.....	57	488	10,028	158	40	18	4,251	39	15,955
Calhoun County.....	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Carroll County.....	32	178	3,564	64	20	10	3,308	22	10,249
Savanna.....	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Remainder of County.....	26	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Cass County.....	28	268	5,033	82	20	9	621	19	10,398
Beardstown.....	12	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Remainder of County.....	16	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Champaign County.....	165	3,365	674,457	870	100	84	53,382	81	42,472
Champaign.....	76	2,414	444,327	548	50	54	47,517	22	13,955
Rantoul.....	6	103	2,641	31	5	5	589	3	1,608
Urbana.....	18	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Remainder of County.....	65	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Christian County.....	74	763	14,915	279	43	30	6,147	44	15,281
Pax.....	17	182	4,628	94	13	10	1,623	7	1,444
Taylorville.....	15	3,187	31,188	57	11	10	3,328	5	1,423
Remainder of County.....	42	394	7,098	128	19	10	3,195	32	12,410
Clark County.....	32	282	5,790	93	34	9	1,094	23	7,491
Clay County.....	36	580	11,492	145	26	18	7,320	18	10,300
Charleston.....	12	157	3,188	48	13	13	1,137	8	1,962
Remainder of County.....	19	425	8,294	101	11	9	5,970	10	8,340
Clinton County.....	39	545	10,270	129	36	20	2,499	19	6,046
Centralia (part).....	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Remainder of County.....	36	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Coles County.....	84	1,248	22,136	422	58	44	13,785	40	15,942
Marion.....	16	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Mattoon.....	49	978	17,121	358	28	35	13,180	14	5,538
Remainder of County.....	19	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Cook County.....	9,860	764,806	13,830,376	142,127	5,732	6,966	6,049,622	2,894	10,206,291
Arlington Heights.....	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Baloon.....	10	1,767	41,505	323	5	7	8,486	5	4,990
Beryn.....	25	398	71,134	98	35	25	7,457	***	***
Rice Island.....	26	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Brookfield.....	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Brookfield.....	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Calumet City.....	14	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Chicago.....	9,010	709,723	12,723,091	130,614	5,270	6,342	5,628,562	2,668	9,770,958
Chicago Heights.....	42	1,804	29,935	313	36	35	10,599	7	5,469
Chicago.....	64	4,642	94,328	941	34	51	25,108	13	32,742
Des Plaines.....	28	1,295	23,942	260	20	23	11,527	5	3,169
Dolton.....	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Elgin (part).....	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Elmhurst.....	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Elmwood Park.....	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Evanston.....	87	11,233	216,546	2,335	24	58	75,873	29	66,352
Forest Park.....	9	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Forest Park.....	15	11,013	235,084	252	4	7	3,658	8	11,675
Franklin Park.....	19	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Glenwood.....	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Glenwood.....	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Glenview.....	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Hinsdale.....	15	677	12,061	137	12	5	710	3	790
Hinsdale (part).....	***	***	***	***	***	***	***	***	***
Hinsdale.....	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Hogewood.....	11	465	8,276	79	9	6	3,953	3	2,463
La Grange Park.....	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Lansing.....	9	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Lisle.....	14	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Lycun.....	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Maywood.....	31	755	15,078	168	14	27	9,769	4	1,958
Northbrook Park.....	28	3,560	71,928	620	19	7	7,621	1	33,383
Norton Grove.....	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
North Prospect.....	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Niles.....	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Norridge.....	***	***	***	***	***	***	***	***	***
Northbrook.....	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
North Lake.....	***	***	***	***	***	***	***	***	***
North Riverside.....	***	***	***	***	***	***	***	***	***
Oak Lawn.....	10	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. XXX Not applicable. (Z) Less than \$500. ... Represents zero.
 *Centralia is in Clinton and Marion counties. *Elgin is in Cook and Kane counties. *Hinsdale is in Cook and Du Page counties.

Establishments, Sales, Payroll, and Personnel

County and city	Establishments (Number)	Payroll, entire year (\$1,000)	Total		Active proprietors of unincorporated businesses, November (Number)	Merchant wholesalers		Other operating types	
			Payroll and paid employees, workweek ended nearest Nov. 15			Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Cook County—Con.									
Oak Park.....	63	2,228	42,150	438	27	42	17,745	21	261,48
Park Forest.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Park Ridge.....	10	(D)	(D)	(D)	(D)	3	(D)	2	(D)
Riverdale.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)
River Forest.....	9	1,056	12,247	130	7	6	1,262	3	8,574
River Grove.....	5	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Riverside.....	1	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Skokie.....	46	1,831	40,496	384	14	30	13,000	16	64,384
South Holland.....	6	(D)	1,86	23	1	3	325	5	1,117
Summit.....	8	(D)	(D)	(D)	(D)	6	(D)	2	(D)
Westchester.....	1	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Western Springs.....	2	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Wilmette.....	17	(D)	(D)	(D)	(D)	15	(D)	2	(D)
Winnetka.....	***	***	***	***	***	***	***	***	***
Remainder of County.....	141	10,149	210,232	2,329	82	86	126,072	55	102,082
Crawford County.....	27	755	11,534	192	23	14	5,066	13	12,979
Robinson.....	14	429	7,328	109	10	9	2,711	5	1,364
Remainder of County.....	13	326	3,710	83	13	5	2,355	8	11,615
Cumberland County.....	7	(D)	(D)	(D)	(D)	2	(D)	5	(D)
De Kalb County.....	74	4,672	135,048	1,258	68	37	33,372	37	19,455
De Kalb.....	25	3,182	114,316	1,039	22	18	27,599	8	11,925
Sycamore.....	12	216	3,998	53	10	7	1,871	5	11,949
Remainder of County.....	36	634	16,734	166	36	12	3,902	24	15,591
De Witt County.....	32	291	6,113	95	24	8	7,272	24	5,764
Clinton.....	9	(D)	(D)	(D)	(D)	4	(D)	5	(D)
Remainder of County.....	23	(D)	(D)	(D)	(D)	4	(D)	19	(D)
Douglas County.....	46	530	9,981	164	26	11	3,240	35	24,357
Da Page County.....	112	2,187	41,542	524	67	78	17,627	34	21,154
Downers Grove.....	8	205	3,704	46	5	5	1,452	3	2,405
Elmhurst.....	23	482	7,788	93	17	17	2,963	5	5,716
Glen Ellyn.....	8	172	3,425	42	4	4	1,254	4	2,842
Hinsdale (part).....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Lombard.....	8	100	1,764	25	3	6	461	6	851
Marysville.....	9	100	1,764	25	3	6	461	6	851
Villa Park.....	5	62	6,526	56	2	5	2,916	***	***
Wharton.....	7	67	1,429	18	5	4	593	3	1,098
Remainder of County.....	41	707	13,308	193	30	32	5,723	9	5,268
Edgar County.....	46	590	12,438	217	32	15	14,962	31	17,723
Paris.....	27	(D)	(D)	(D)	(D)	13	(D)	14	(D)
Remainder of County.....	19	(D)	(D)	(D)	(D)	2	(D)	17	(D)
Edwards County.....	13	240	4,379	57	11	3	651	10	4,178
Effingham County.....	46	707	12,854	212	37	18	6,813	28	13,214
Effingham.....	25	509	9,421	157	15	9	2,649	16	9,896
Remainder of County.....	21	198	3,433	55	22	9	4,164	12	3,322
Fayette.....	34	704	20,149	217	24	9	6,541	25	7,182
Vandalia.....	20	(D)	(D)	(D)	(D)	6	(D)	14	(D)
Remainder of County.....	14	(D)	(D)	(D)	(D)	3	(D)	11	(D)
Ford County.....	42	655	15,332	218	29	12	6,086	30	11,452
Franklin County.....	62	819	17,007	254	36	36	9,154	26	7,189
Benton.....	21	281	6,489	98	14	11	2,479	9	3,968
West Frankfort.....	25	279	5,602	87	12	14	2,838	11	1,808
Remainder of County.....	16	249	4,516	68	10	10	2,437	6	1,596
Fulton County.....	47	755	15,252	244	33	14	5,810	33	8,011
Canton.....	19	392	6,567	117	12	10	2,991	9	2,133
Remainder of County.....	28	363	6,685	127	21	4	2,819	24	5,878
Gallatin County.....	13	102	2,192	43	14	***	***	13	5,701
Greene County.....	29	258	4,633	106	25	7	664	22	6,129
Grundy County.....	42	649	14,337	184	29	18	16,227	24	13,434
Morris.....	18	400	9,434	111	10	9	9,925	9	7,897
Remainder of County.....	24	249	4,903	73	19	9	6,302	15	5,537
Hamilton County.....	15	138	2,735	47	13	7	1,593	8	1,864
Hancock County.....	41	462	7,228	129	36	9	2,224	32	17,506
Hardin County.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)
Henderson County.....	12	(D)	(D)	(D)	(D)	2	(D)	10	(D)
Henry County.....	78	826	16,087	263	50	26	7,900	52	22,163
Kewanee.....	30	397	7,286	108	17	14	4,073	15	6,912
Remainder of County.....	48	429	8,801	155	33	11	3,827	37	15,251
Iroquois County.....	86	851	19,168	313	60	23	15,307	63	28,491
Jackson County.....	57	1,008	18,670	299	22	29	7,475	28	7,088
Carbondale.....	18	300	5,870	92	9	9	1,604	9	2,707
Murphysboro.....	23	199	7,477	121	13	11	4,339	10	2,467
Remainder of County.....	16	309	5,323	86	2	7	1,482	9	1,914
Jasper County.....	15	180	2,897	64	14	5	1,088	10	5,036

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. XXX Not applicable. (Z) Less than 500. ... Represents zero.
*Hinsdale is in Cook and Da Page counties.

Establishments, Sales, Payroll, and Personnel

County and city	Total				Merchant wholesalers		Other operating types		
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)	
			Payroll (Dollars)	Employees (Number)					Active proprietors of unincorporated businesses, November (Number)
Jefferson County.....	52	1,143	23,590	309	33	37	15,457	15	4,558
Mt. Vernon.....	41	934	19,819	260	28	31	12,582	10	3,299
Remainder of County.....	11	209	3,771	49	5	6	2,875	5	1,259
Jersey County.....	15	151	2,890	49	12	6	1,011	9	4,556
Jerseyville.....	13	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Remainder of County.....	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Jo Daviess County.....	36	200	3,813	64	27	8	745	28	7,991
Johnson County.....	8	65	1,472	34	3	3	420	5	1,332
Kane County.....	245	8,641	165,887	1,926	131	175	79,576	70	45,546
Aurora.....	102	4,110	77,625	890	42	72	38,726	30	15,641
Bethany.....	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Elgin (part).....	70	2,485	47,213	551	49	54	17,409	16	8,134
Geneva.....	12	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
St. Charles.....	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Remainder of County.....	49	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Kankakee County.....	110	2,332	59,314	711	81	62	50,414	48	45,424
Bradley.....	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Kankakee.....	2, 2, 31	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Remainder of County.....	29	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Kendall County.....	19	265	5,449	75	9	6	2,208	13	4,804
Knox County.....	86	3,004	51,874	603	47	43	28,318	43	29,169
Galena.....	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Remainder of County.....	21	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Lake County.....	169	5,623	116,508	1,167	103	123	66,279	46	33,000
Highland Park.....	13	515	10,059	90	4	8	4,821	5	3,054
Lake Forest.....	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Libertyville.....	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
North Chicago.....	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Waukegan.....	71	2,872	54,866	602	81	56	41,200	15	12,748
St. Charles.....	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Remainder of County.....	61	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
La Salle County.....	180	3,391	73,442	918	118	95	45,706	85	36,237
La Salle.....	32	799	17,055	200	15	21	5,305	11	3,783
Marion.....	10	186	3,877	15	4	4	360	6	816
Ottawa.....	27	694	13,982	178	15	19	5,069	6	3,236
Peru.....	12	257	6,169	75	11	9	3,676	3	522
Wentzler (part).....	24	634	13,624	148	20	19	7,904	19	1,380
Remainder of County.....	75	811	18,855	272	44	23	23,412	52	19,170
Lawrence County.....	25	253	10,621	152	19	14	6,983	11	4,712
Lawrenceville.....	13	411	8,351	116	9	10	5,068	3	2,618
Remainder of County.....	12	102	2,270	36	10	4	1,875	8	2,094
Lee County.....	48	915	18,873	246	38	18	7,582	30	17,734
Elmwood.....	22	578	11,686	155	21	16	7,134	7	2,607
Remainder of County.....	26	337	7,187	91	17	2	248	23	15,129
Livingston County.....	91	717	15,025	268	59	23	2,986	68	26,883
Pontiac.....	17	127	2,985	45	13	11	1,312	6	1,095
Stratton (part).....	***	***	***	***	***	***	***	***	***
Remainder of County.....	74	590	12,040	223	46	12	1,674	62	25,348
Logan County.....	62	561	10,961	166	45	16	2,861	46	16,669
Lincoln.....	23	321	6,708	106	16	12	2,605	30	3,015
Remainder of County.....	39	240	4,255	76	22	4	255	35	13,654
McDonough County.....	68	788	13,556	280	55	27	13,544	41	26,320
Macomb.....	29	387	6,575	118	28	17	4,435	12	3,186
Remainder of County.....	39	401	6,981	162	31	10	9,109	29	23,174
McHenry County.....	73	1,254	26,807	299	59	38	12,081	35	10,988
Crystal Lake.....	10	186	3,774	33	5	4	1,080	4	1,374
Woodstock.....	15	307	6,712	76	6	8	980	7	2,956
Remainder of County.....	48	801	14,921	180	48	26	10,021	22	6,614
McLean County.....	151	3,186	61,665	877	91	69	22,532	82	45,256
Bloomington.....	78	2,280	43,556	611	43	57	18,936	21	12,260
Normal.....	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Remainder of County.....	69	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Macon County.....	188	7,488	130,922	1,759	118	118	75,749	70	118,146
Decatur.....	149	6,773	119,020	1,559	86	110	72,839	39	101,147
Remainder of County.....	39	715	15,902	200	28	8	2,910	31	16,999
Macoupin County.....	55	587	11,585	215	47	24	7,440	31	11,269
Carlinville.....	11	36	1,022	10	10	4	419	6	580
Remainder of County.....	44	551	10,563	201	37	19	7,021	25	10,599
Madison County.....	170	5,379	115,872	1,401	115	123	42,025	47	61,815
Alton.....	44	1,259	23,871	337	29	40	13,190	4	880
Lincolnville (part).....	12	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
East Alton.....	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Edwardsville.....	18	600	9,359	128	9	11	4,048	7	3,135
Granite City.....	23	1,367	27,011	299	15	17	11,516	6	30,690
Madison.....	14	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Venice.....	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Wood River.....	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Remainder of County.....	46	1,324	37,170	477	19	19	5,413	27	22,176

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

Establishments, Sales, Payroll, and Personnel

County and city	Total				Merchant wholesalers		Other operating types		
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Marion County.....	94	2,363	471,101	626	53	65	25,631	29	10,211
Centuria (part).....	42	11,206	244,636	340	23	36	13,410	12	4,667
Salas.....	26	410	77,709	105	10	17	6,170	9	2,641
Remainder of County.....	26	745	14,556	181	20	18	5,513	8	2,903
Marshall County.....	27	444	8,817	128	22	11	8,574	16	7,783
Mason County.....	32	285	5,926	75	17	8	6,056	24	13,683
Messac County.....	20	510	10,334	212	17	12	3,567	8	6,188
Metropolis.....	17	(D)	(D)	(D)	(D)	(D)	(D)	7	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Menard County.....	23	158	2,705	43	14	6	1,593	17	3,390
Mercer County.....	34	358	7,047	112	24	8	1,184	26	18,649
Monroe County.....	15	146	2,748	47	7	7	694	8	1,203
Montgomery County.....	61	938	18,778	231	59	27	5,941	34	22,516
Litchfield.....	18	509	10,705	100	18	10	2,866	8	13,898
Remainder of County.....	43	429	8,069	131	41	17	3,075	26	8,118
Morgan County.....	58	1,176	22,896	310	54	29	10,423	29	30,201
Jacksonville.....	37	926	17,739	227	40	25	9,055	12	4,189
Remainder of County.....	21	250	5,157	83	14	4	1,368	17	26,012
Moultrie County.....	29	289	5,366	106	21	4	1,653	25	11,361
Ogle County.....	53	1,167	21,647	351	43	16	13,083	37	18,411
Rochelle.....	15	295	5,285	101	13	7	1,169	8	3,483
Remainder of County.....	38	872	16,401	247	30	9	11,784	29	10,728
Peoria County.....	366	18,435	360,623	4,216	192	239	184,808	127	260,405
Peoria.....	324	16,756	327,884	3,758	163	222	147,067	102	217,823
Peoria Heights.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)
Remainder of County.....	37	(D)	(D)	(D)	(D)	14	(D)	23	(D)
Perry County.....	29	253	4,447	75	27	19	2,718	10	1,602
De Quinz.....	18	205	3,666	56	14	11	1,406	5	1,002
Remainder of County.....	11	48	781	19	13	8	1,312	5	600
Piatt County.....	37	287	5,775	83	18	8	908	29	10,513
Pike County.....	37	345	6,323	109	26	7	1,034	30	9,891
Pope County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Pulaski County.....	4	(D)	(D)	(D)	(D)	1	(D)	3	(D)
Putnam County.....	12	(D)	(D)	(D)	(D)	4	(D)	8	(D)
Randolph County.....	42	489	10,667	182	29	20	3,348	22	6,116
Chaster.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Remainder of County.....	37	(D)	(D)	(D)	(D)	16	(D)	21	(D)
Rhland County.....	26	456	9,283	118	17	12	3,362	14	4,876
Olney.....	2	(D)	(D)	(D)	(D)	1	(D)	12	(D)
Remainder of County.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)
Rock Island County.....	200	9,054	181,380	2,126	128	124	49,308	76	123,181
East Collins.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Collins.....	71	4,498	96,457	1,019	44	20	20,970	27	76,356
Rock Island.....	106	3,932	80,347	1,041	68	68	26,452	36	38,362
Remainder of County.....	18	(D)	(D)	(D)	(D)	8	(D)	10	(D)
St. Clair County.....	276	10,541	197,532	2,541	194	187	130,736	89	383,763
Bellefonte.....	48	1,258	24,321	322	34	36	9,604	12	4,815
Collinsville (part).....	***	***	***	***	***	***	***	***	***
East St. Louis.....	18	5,618	108,825	1,319	65	100	51,990	18	26,668
Washington Park.....	***	***	***	***	***	***	***	***	***
Remainder of County.....	110	3,665	64,446	100	95	51	69,142	59	352,280
Saline County.....	34	422	8,277	131	37	20	6,653	14	8,972
Harrisburg.....	18	123	2,429	17	10	10	1,906	8	2,562
Remainder of County.....	16	299	5,848	80	20	10	4,747	6	2,470
Sangamon County.....	257	9,264	183,662	2,280	159	157	107,430	100	90,712
Springfield.....	204	8,188	170,249	2,042	112	145	99,072	59	61,916
Remainder of County.....	53	806	13,413	238	47	12	7,458	41	28,796
Schuyler County.....	14	102	1,744	38	12	4	185	10	2,849
Scott County.....	11	114	2,494	40	4	***	***	11	4,679
Shelby County.....	35	315	6,321	91	25	7	1,188	28	11,206
Stark County.....	15	(D)	(D)	(D)	(D)	1	(D)	14	(D)
Stephenson County.....	65	1,217	24,578	309	36	33	10,439	32	15,617
Presport.....	43	1,056	21,264	256	20	28	9,230	15	11,008
Remainder of County.....	22	161	3,314	53	16	5	1,205	17	4,609
Tazewell County.....	25	1,829	35,141	457	46	33	10,214	42	37,465
Crowscour.....	1	(D)	(D)	(D)	(D)	***	***	(D)	***
East Tazewell.....	12	254	11,136	124	2	5	1,114	7	11,503
Palin.....	40	(D)	(D)	(D)	(D)	18	(D)	10	(D)
Remainder of County.....	2	809	15,439	205	32	10	3,493	30	18,378

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.
 *Centuria is in Clinton and Marion counties. **Collinsville is in Madison and St. Clair counties.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments	Payroll, entire year	Payroll and paid employees, week ended nearest Nov. 15		Active proprietors of unincorporated businesses, November	Establishments	Sales	Establishments	Sales
			Payroll (Dollars)	Employees (Number)					
(Number)	(\$1,000)	(Dollars)	(Number)	(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)	
Union County.....	25	439	8+942	124	18	11	3+596	14	5+104
Verillion County.....	170	4+672	96+102	1+321	111	89	37+060	81	49+933
Denville.....	94	3+978	76+817	1+035	52	67	32+158	27	25+563
Hoopeson.....	10	83	1+524	28	9	5	689	5	1+938
Remainder of County.....	66	811	17+761	258	50	17	4+213	49	22+412
Wabash County.....	24	227	4+287	68	27	13	3+406	11	2+942
Mount Carmel.....	20	(0)	(0)	(0)	(0)	12	(0)	8	(0)
Remainder of County.....	4	(0)	(0)	(0)	(0)	1	(0)	3	(0)
Warren County.....	42	894	18+125	268	36	19	9+966	23	11+415
Monmouth.....	22	589	12+365	185	18	15	7+730	7	3+788
Remainder of County.....	20	305	5+760	82	18	4	2+236	16	7+627
Washington County.....	20	200	3+558	63	18	4	895	16	6+756
Wayne County.....	29	364	6+584	128	34	18	7+311	11	2+825
Fairfield.....	20	315	5+564	102	24	15	6+502	5	1+366
Remainder of County.....	9	49	1+020	26	10	3	809	6	1+459
White County.....	48	639	13+674	168	30	25	11+795	23	5+674
Germi.....	13	292	4+377	47	5	8	3+050	5	822
Remainder of County.....	35	397	9+297	121	25	17	8+735	18	4+852
Whitefish County.....	69	1+459	28+729	359	44	31	9+904	38	29+220
Rock Falls.....	11	165	3+909	50	6	7	1+360	4	1+079
Sterling.....	23	670	12+787	159	13	16	6+919	7	3+415
Remainder of County.....	35	624	12+033	150	25	8	1+625	27	24+726
Will County.....	173	6+533	140+172	1+406	89	120	58+708	53	68+178
Joliet.....	112	4+651	102+127	1+016	56	88	37+907	24	30+005
Remainder of County.....	61	1+882	38+045	390	33	32	20+801	29	38+173
Williamson County.....	56	1+306	25+361	385	36	41	12+542	15	3+189
Herrin.....	19	406	7+161	116	11	14	3+938	5	931
Marion.....	28	677	13+606	211	22	21	6+587	7	1+886
Remainder of County.....	9	223	4+594	58	3	6	2+017	3	412
Winnebago County.....	311	12+289	249+204	2+573	141	227	105+267	84	61+108
Loves Park.....	6	218	3+996	42	5	6	2+292	***	***
Rockford.....	263	10+621	21+632	2+230	117	193	90+923	70	53+687
Remainder of County.....	42	1+450	30+576	301	19	28	12+052	14	7+421
Woodford County.....	36	587	10+823	175	28	12	3+630	24	9+803

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

ILLINOIS (102 COUNTIES)



STANDARD METROPOLITAN AREAS

- CODE
- 028 CHICAGO
- 036 DAVENPORT, IOWA-ROCK ISLAND-MOLINE, ILL.
- 038 DECATUR
- 106 PEORIA
- 121 ROCKFORD
- 125 ST. LOUIS, MO.
- 141 SPRINGFIELD

LEGEND

- PLACES OF 25,000 TO 100,000 (1990)
- ★ PLACES OF 100,000 AND OVER (1990)
- ▨ STANDARD METROPOLITAN AREAS

1954 Census of Business WHOLESALE TRADE

January 1956

Series: PW-1-14

INDIANA

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

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

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



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

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

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

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

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

EXPLANATION OF TERMS

Establishments

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

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

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

Sales

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

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

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

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

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

Active proprietors of unincorporated businesses

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

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Iadans, total.....1954..	5,981	223,591	4,241,859	52,821	3,616	3,398	1,827,120	2,483	2,500,099
1948..	4,895	138,023	2,609,081	42,857	3,090	2,562	1,347,479	2,333	1,776,396
Adams County.....	34	801	17,833	253	22	14	7,379	20	6,126
Decatur.....	19	513	9,554	127	16	10	5,444	9	4,043
Remainder of County.....	15	288	8,279	126	6	4	1,929	11	2,113
Allen County.....	362	19,065	364,317	4,213	252	151	64,617	110	103,474
Fort Wayne.....	298	16,576	311,039	3,596	123	221	129,161	77	82,739
Remainder of County.....	64	2,489	53,278	617	28	31	25,456	33	21,035
Bartholomew County.....	50	1,020	17,611	266	31	32	9,768	18	9,535
Columbus.....	34	882	10,578	221	20	24	8,629	10	4,215
Remainder of County.....	16	138	3,233	45	11	8	1,139	8	1,718
Benton County.....	38	299	5,835	112	22	5	827	33	11,043
Blackford County.....	20	252	5,316	94	15	10	1,351	10	7,173
Hartford City.....	15	(D)	(D)	(D)	(D)	9	(D)	6	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)
Boone County.....	47	1,218	24,847	317	38	21	7,554	26	9,160
Lebanon.....	31	(D)	(D)	(D)	(D)	19	(D)	12	(D)
Remainder of County.....	16	(D)	(D)	(D)	(D)	2	(D)	14	(D)
Brown County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Carroll County.....	32	501	9,988	144	17	9	2,897	23	7,466
Case County.....	66	1,758	28,703	459	42	39	14,238	27	34,435
Logansport.....	50	1,582	24,773	403	24	36	13,353	14	23,239
Remainder of County.....	16	176	3,930	56	18	3	897	13	11,196
Clark County.....	34	700	14,174	185	21	29	6,477	9	10,552
Clarksville.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Jeffersville.....	22	424	8,360	110	12	18	4,991	4	2,017
Remainder of County.....	9	(D)	(D)	(D)	(D)	5	(D)	4	(D)
Clay County.....	28	350	7,584	103	20	14	1,932	14	6,328
Brazil.....	19	292	6,714	89	12	11	1,508	8	5,210
Remainder of County.....	9	58	870	3	8	3	424	6	1,118
Clinton County.....	48	600	11,621	175	44	20	2,915	28	11,757
Frankfort.....	24	369	7,587	93	20	14	2,373	10	4,419
Remainder of County.....	24	231	4,234	82	24	6	542	18	7,338
Crawford County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Darvels County.....	35	603	11,115	234	35	21	4,964	14	6,659
Washington.....	23	305	6,274	91	17	14	3,322	9	4,445
Remainder of County.....	12	294	4,845	143	18	7	1,642	5	2,214
Dearborn County.....	33	870	17,258	254	24	21	4,347	12	6,240
Decatur County.....	30	828	14,774	218	19	14	11,313	16	4,153
Grensburg.....	23	(D)	(D)	(D)	(D)	13	(D)	10	(D)
Remainder of County.....	7	(D)	(D)	(D)	(D)	1	(D)	6	(D)
De Kalb County.....	36	670	12,930	190	21	15	6,832	21	5,407
Adrian.....	13	443	8,613	115	7	7	4,511	6	1,464
Remainder of County.....	23	222	4,315	75	14	8	2,321	15	3,923
Delaware County.....	131	4,083	76,710	1,041	76	89	27,701	42	34,745
Muncie.....	103	3,314	63,494	841	51	77	24,798	26	12,210
Remainder of County.....	28	769	13,216	200	25	12	2,903	16	22,535
Dubois County.....	36	394	7,405	120	19	21	6,664	15	4,853
Jasper.....	20	413	4,136	59	6	5	5,031	7	2,050
Remainder of County.....	16	171	3,267	61	13	8	1,633	8	2,803
Elkhart County.....	126	4,548	88,427	1,053	69	89	34,545	37	32,216
Elkhart.....	70	2,174	54,138	995	26	55	21,942	15	11,783
Goshen.....	19	704	13,068	157	15	14	5,808	5	5,171
Remainder of County.....	37	1,116	21,221	201	28	20	6,795	17	15,262
Fayette County.....	29	557	9,418	171	23	20	5,231	9	1,943
Gonesville.....	26	519	8,692	149	19	17	4,742	9	1,943
Remainder of County.....	3	34	726	22	4	3	489	***	***
Floyd County.....	51	1,472	25,477	393	34	44	14,544	7	5,524
New Albany.....	45	(D)	(D)	(D)	(D)	39	(D)	6	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	5	(D)	1	(D)
Fountain County.....	35	278	5,189	104	26	10	1,534	25	8,893
Franklin County.....	13	101	1,831	29	14	3	621	10	9,349
Fulton County.....	33	443	7,026	125	28	11	2,919	22	13,461
Gibson County.....	32	267	4,570	85	31	16	3,696	17	4,539
Paris.....	18	146	2,678	43	13	10	2,954	5	2,577
Remainder of County.....	18	121	1,892	42	18	6	742	12	3,602
Grant County.....	93	2,117	40,398	580	59	51	16,477	42	15,557
Marion.....	64	1,833	34,661	446	37	43	15,571	21	7,538
Remainder of County.....	29	284	5,737	94	22	8	899	21	8,019

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

4 PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES, CITIES OF 5,000 INHABITANTS OR MORE—Continued

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November	Establishments	Sales	Establishments	Sales
			Payroll (Dollars)	Employees (Number)					
(Number)	(\$1,000)	(Dollars)	(Number)	(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)	
Greene County.....	38	331	6,260	116	37	13	1,992	25	8,376
Linton.....	12	136	2,552	48	11	1	1,672	3	324
Remainder of County.....	26	195	3,708	68	26	4	270	22	8,052
Hamilton County.....	37	639	11,917	197	27	12	6,731	25	13,089
Mohavesville.....	15	(D)	(D)	(D)	(D)	8	(D)	(D)	(D)
Remainder of County.....	22	(D)	(D)	(D)	(D)	4	(D)	18	(D)
Hancock County.....	22	394	7,407	108	13	10	2,331	12	2,746
Greenfield.....	8	280	5,206	70	3	5	1,256	3	724
Remainder of County.....	14	114	2,201	38	10	5	1,075	9	2,022
Harrison County.....	15	160	3,918	89	13	4	383	11	2,243
Hendricks County.....	33	337	6,705	67	25	9	3,514	24	6,975
Henry County.....	49	585	9,276	180	38	19	2,891	30	9,274
New Castle.....	26	375	5,136	103	19	12	2,304	14	2,791
Remainder of County.....	23	210	4,146	77	19	7	587	16	6,483
Howard County.....	67	1,654	30,672	426	35	46	18,576	21	9,873
Kokomo.....	55	1,501	28,029	387	28	41	17,567	14	7,896
Remainder of County.....	12	153	2,843	39	7	5	1,009	7	2,377
Huntington County.....	40	466	9,328	160	24	19	5,114	21	8,474
Huntington.....	23	324	6,344	90	13	13	2,501	20	2,695
Remainder of County.....	17	136	2,984	70	11	6	1,613	11	5,779
Jackson County.....	44	568	11,482	186	30	19	5,476	25	10,888
Seymour.....	29	433	8,272	132	17	11	3,935	15	7,721
Remainder of County.....	18	135	3,210	74	13	8	1,541	10	3,167
Jasper County.....	32	533	11,324	152	24	9	2,177	23	16,811
Jay County.....	31	426	9,072	132	22	19	4,571	12	4,060
Portland.....	20	283	5,973	75	15	14	2,205	6	2,452
Remainder of County.....	11	143	3,099	57	7	5	2,066	6	1,608
Jefferson County.....	29	884	16,513	268	46	16	12,386	13	10,655
Madison.....	26	(D)	(D)	(D)	(D)	15	(D)	11	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Jennings County.....	7	67	1,231	23	4	3	109	4	1,020
Johnson County.....	28	321	5,862	94	20	5	920	23	7,270
Franklin.....	10	(D)	(D)	(D)	(D)	1	(D)	9	(D)
Remainder of County.....	18	(D)	(D)	(D)	(D)	4	(D)	14	(D)
Knox County.....	65	1,236	23,452	396	48	36	8,080	29	14,347
Winchester.....	48	968	18,916	325	29	28	7,019	16	10,093
Remainder of County.....	21	270	4,534	71	19	8	1,001	13	4,254
Kosciusko County.....	57	619	12,458	202	48	18	3,315	39	15,889
Warsaw.....	23	232	4,807	75	14	10	1,834	13	3,013
Remainder of County.....	34	387	7,651	127	34	8	1,481	26	12,835
LaGrange County.....	23	(D)	(D)	(D)	(D)	5	(D)	18	(D)
Lake County.....	326	18,373	356,136	3,756	187	256	150,991	70	223,893
Crown Point.....	7	103	1,341	23	6	3	756	4	1,344
East Chicago.....	1	3,648	68,677	749	29	32	28,067	8	118,126
East Gary.....	1	(D)	(D)	(D)	(D)	1	(D)	...	...
Gary.....	135	6,762	130,295	1,372	87	109	67,677	26	25,291
Hammond.....	100	6,719	136,008	1,365	36	85	44,216	15	56,713
Highland.....	3	83	918	19	6	4	418	3	...
Robert.....	9	(D)	(D)	(D)	(D)	7	(D)	2	(D)
Whiting.....	6	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Remainder of County.....	25	768	13,004	161	11	11	7,337	14	5,306
La Porte County.....	93	2,714	56,236	630	43	57	19,996	36	21,628
La Porte.....	36	1,096	19,390	230	16	24	6,917	12	10,607
Michigan City.....	33	1,212	22,677	283	17	23	10,612	10	4,289
Remainder of County.....	24	406	8,169	117	10	10	2,457	14	6,752
Lawrence County.....	33	527	8,830	133	18	17	5,702	16	3,057
Bedford.....	25	471	7,783	114	14	12	5,261	13	2,695
Remainder of County.....	8	56	1,047	19	4	5	481	3	562
Madison County.....	107	2,891	47,259	681	68	65	23,042	42	15,887
Alexandria.....	7	(D)	(D)	(D)	(D)	5	(D)	2	(D)
Anderson.....	66	2,059	39,022	534	39	48	20,044	18	8,472
Elwood.....	14	159	3,110	53	9	9	1,863	5	933
Remainder of County.....	20	(D)	(D)	(D)	(D)	3	(D)	17	(D)
Marion County.....	1,251	83,066	1,545,000	17,976	645	788	728,520	463	1,080,057
Beech Grove.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Indianapolis.....	1,177	79,023	1,479,600	17,088	998	742	676,566	495	1,010,017
Speedway.....	3	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Remainder of County.....	66	3,457	57,320	756	43	41	26,993	25	47,064
Marshall County.....	39	597	9,925	162	27	19	8,819	8	1,197
Plymouth.....	15	352	5,265	79	7	9	5,479	6	2,010
Remainder of County.....	24	245	4,660	83	20	10	3,340	14	6,187
Martin County.....	5	(D)	(D)	(D)	(D)	2	(D)	3	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

Establishments, Sales, Payroll, and Personnel

County and city	Total				Merchant wholesalers		Other operating types		
	Establishments (Number)	Payroll entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Miami County.....	49	812	15,556	228	36	25	4,993	24	23,833
Remainder of County.....	36	708	13,154	194	24	22	4,604	14	8,650
.....	13	104	2,402	34	12	3	389	10	15,203
Morroe County.....	54	1,010	17,479	294	42	39	14,422	15	4,122
Blomington.....	43	(D)	(D)	(D)	(D)	30	(D)	2	(D)
Remainder of County.....	11	(D)	(D)	(D)	(D)	9	(D)	13	(D)
Montgomery County.....	55	785	15,044	229	48	26	5,999	29	10,205
Greendaleville.....	29	543	9,597	159	22	17	4,448	12	8,457
Remainder of County.....	26	242	5,077	70	26	9	1,350	17	5,334
Morgan County.....	26	181	4,278	62	19	8	862	18	3,488
Marionville.....	11	128	3,201	40	6	5	606	6	1,696
Remainder of County.....	15	53	1,077	22	13	3	256	12	1,992
Newton County.....	26	466	7,632	114	21	6	2,581	20	8,662
Noble County.....	41	508	9,281	137	27	18	2,928	23	4,469
Kendallville.....	13	219	4,086	51	7	6	1,412	7	1,210
Remainder of County.....	28	289	5,195	86	20	12	1,516	16	3,259
Ohio County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Orange County.....	17	204	3,369	66	10	11	3,708	6	1,077
Owen County.....	12	144	3,488	62	7	4	848	8	961
Parke County.....	16	223	4,365	82	12	5	541	11	5,040
Perry County.....	13	97	2,153	31	11	7	709	6	1,386
Tell City.....	6	46	865	16	4	4	491	3	426
Remainder of County.....	7	51	1,288	15	7	4	214	3	960
Pike County.....	10	181	3,567	48	6	5	1,706	5	1,428
Porter County.....	42	760	16,315	219	52	18	5,101	24	17,373
Waldport.....	27	409	9,424	114	35	14	4,256	12	6,053
Remainder of County.....	15	351	6,889	105	17	3	846	12	11,320
Posey County.....	29	390	7,284	113	25	12	4,047	17	6,832
Mount Vernon.....	13	239	4,074	70	9	7	1,690	6	2,985
Remainder of County.....	16	151	3,210	43	16	5	2,357	11	3,847
Pulaski County.....	26	358	6,408	105	21	7	5,462	19	10,166
Putnam County.....	32	362	6,643	123	20	6	1,466	26	6,724
Greencastle.....	12	103	1,957	43	8	3	311	9	2,160
Remainder of County.....	20	259	4,686	80	12	3	1,155	17	4,564
Randolph County.....	44	610	11,209	179	32	19	9,140	25	5,146
Winchester.....	17	288	5,313	83	10	7	4,234	10	1,479
Remainder of County.....	27	321	5,896	96	22	12	4,911	15	3,290
Ripley County.....	21	122	2,368	45	14	8	672	13	1,893
Rush County.....	30	222	4,583	84	26	11	1,973	19	7,628
Russville.....	10	(D)	(D)	(D)	(D)	10	(D)	10	(D)
Remainder of County.....	20	(D)	(D)	(D)	(D)	1	(D)	9	(D)
St. Joseph County.....	313	18,799	378,697	3,871	143	210	110,126	103	155,197
Mishawaka.....	30	3,066	60,927	553	14	18	6,425	12	45,183
South Bend.....	247	14,501	283,760	2,993	98	173	97,761	74	92,208
Remainder of County.....	36	1,232	28,010	325	31	19	5,940	17	19,806
Scott County.....	12	90	1,720	31	9	3	564	9	1,450
Shelby County.....	38	1,104	19,726	330	25	16	3,583	22	8,611
Chickasha.....	38	977	18,006	307	17	13	3,496	15	6,203
Remainder of County.....	10	109	1,720	29	8	3	87	7	2,438
Spencer County.....	15	211	3,800	67	12	9	5,393	6	2,381
Starke County.....	28	300	5,870	95	22	9	1,406	19	11,205
Steuben County.....	29	624	17,612	185	25	15	5,126	14	6,901
Angola.....	16	524	15,250	136	9	11	4,837	5	1,404
Remainder of County.....	13	100	2,362	49	16	4	289	9	5,097
Sullivan County.....	25	368	7,316	124	20	9	876	16	9,278
Sullivan.....	18	(D)	(D)	(D)	(D)	7	(D)	11	(D)
Remainder of County.....	7	(D)	(D)	(D)	(D)	2	(D)	5	(D)
Switzerland County.....	3	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Tippecanoe County.....	107	3,665	73,034	914	64	62	27,520	45	42,318
Lafayette.....	71	2,443	47,976	648	39	52	19,824	19	32,117
West Lafayette.....	6	(D)	(D)	(D)	(D)	3	(D)	2	(D)
Remainder of County.....	31	(D)	(D)	(D)	(D)	7	(D)	24	(D)
Tipton County.....	18	384	7,358	92	12	6	4,479	12	4,237
Tipton.....	8	(D)	(D)	(D)	(D)	4	(D)	4	(D)
Remainder of County.....	10	(D)	(D)	(D)	(D)	2	(D)	8	(D)
Union County.....	7	(D)	(D)	(D)	(D)	1	(D)	6	(D)

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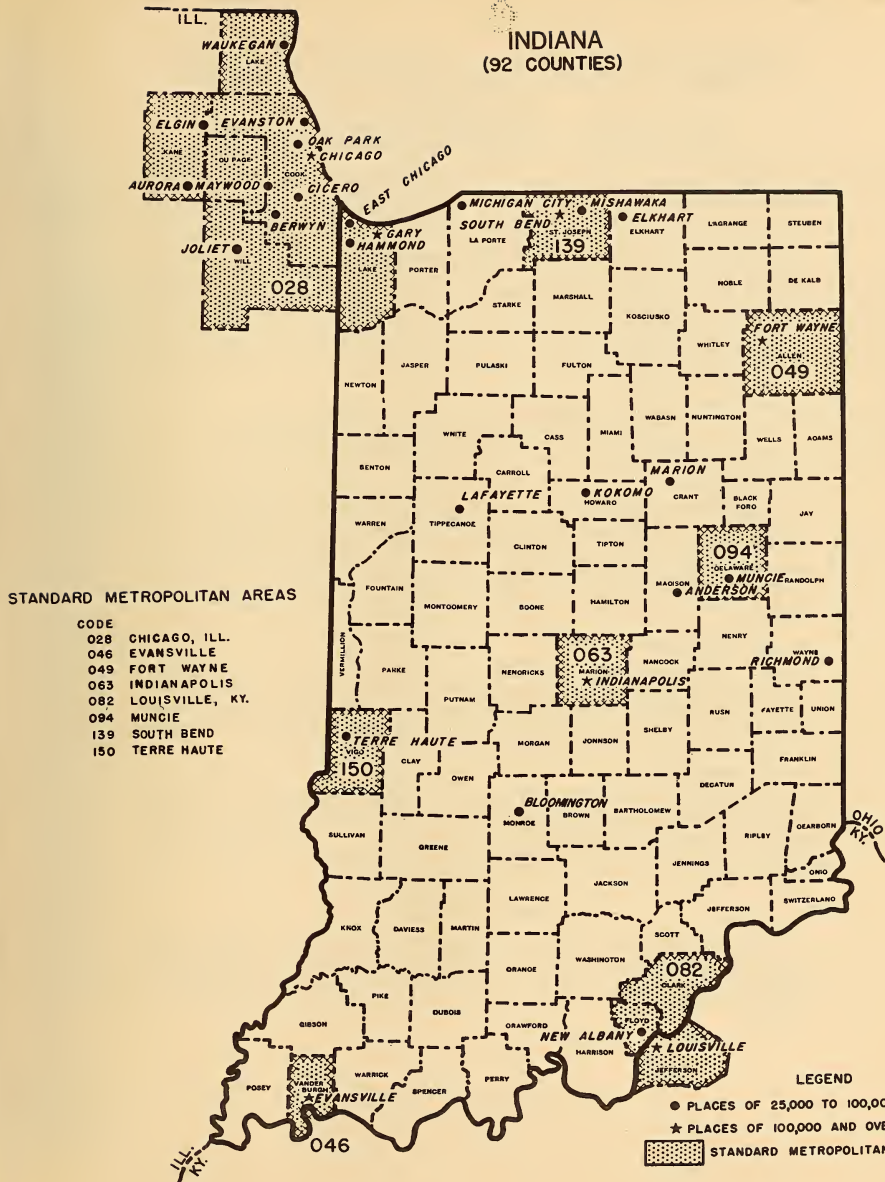
6 PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE—Continued

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Vanderburgh County.....	289	15,124	279,365	3,636	143	212	114,934	77	118,928
Evansville.....	277	14,351	264,059	5,463	38	206	108,754	71	111,963
Remainder of County.....	12	783	154,306	173	5	6	6,080	6	6,465
Vermillion County.....	19	176	3,630	76	26	7	1,760	12	3,557
Clinton.....	7	(D)	(D)	(D)	(D)	5	(D)	2	(D)
Remainder of County.....	12	(D)	(D)	(D)	(D)	2	(D)	10	(D)
Vigo County.....	185	7,161	129,178	1,892	99	141	53,699	44	37,085
Terre Haute.....	166	6,895	123,960	1,763	84	131	52,581	35	31,205
Remainder of County.....	19	266	5,218	79	15	10	1,069	9	5,680
Wabash County.....	46	894	164,310	323	40	16	11,414	30	9,323
Wabash.....	22	598	114,303	201	21	11	8,169	11	2,867
Remainder of County.....	24	300	5,007	122	19	5	3,245	19	6,456
Warren County.....	18	158	3,033	58	11	4	1,012	14	4,841
Warrick County.....	14	208	4,315	81	15	6	1,736	8	2,247
Boonville.....	12	(D)	(D)	(D)	(D)	5	(D)	7	(D)
Remainder of County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Washington County.....	13	218	4,751	83	11	3	1,485	10	4,344
Wayne County.....	106	4,258	86,142	1,160	59	68	35,134	38	52,110
Richmond.....	72	3,519	68,007	924	36	55	32,662	17	9,970
Remainder of County.....	34	739	18,135	236	23	13	2,472	21	42,140
Wells County.....	38	654	13,415	186	29	15	4,395	23	5,903
Ellettsville.....	19	(D)	(D)	(D)	(D)	13	(D)	6	(D)
Remainder of County.....	19	(D)	(D)	(D)	(D)	2	(D)	17	(D)
White County.....	43	352	8,039	123	34	10	5,188	33	13,016
Whitley County.....	22	328	6,791	109	14	6	1,076	16	15,206

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

INDIANA (92 COUNTIES)



STANDARD METROPOLITAN AREAS

- CODE
- 028 CHICAGO, ILL.
- 046 EVANSVILLE
- 049 FORT WAYNE
- 063 INDIANAPOLIS
- 082 LOUISVILLE, KY.
- 094 MUNCIE
- 139 SOUTH BEND
- 150 TERRE HAUTE

- LEGEND
- PLACES OF 25,000 TO 100,000 (1950)
 - ★ PLACES OF 100,000 AND OVER (1950)
 - ▨ STANDARD METROPOLITAN AREAS

PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

1954 Census of Business

WHOLESALE TRADE

February 1956

Series: PW-1-15

IOWA

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

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

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



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

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

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

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

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

EXPLANATION OF TERMS

Establishments

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

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

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

Sales

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

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

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

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

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

Active proprietors of unincorporated businesses

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

Establishments, Sales, Payroll, and Personnel

County and city	Total				Merchant wholesalers		Other operating types		
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Iowa, total.....1954..	5+625	137,289	2,671,091	37,431	3,836	2,179	1,307,388	3,446	2,422,246
.....1948..	5,320	97,751	1,872,419	34,532	3,632	1,767	949,132	3,553	2,276,378
Adair County.....	30	286	5,317	140	25	0	1+645	24	9+047
Adams County.....	8	(D)	(D)	(D)	(D)	2	(D)	6	(D)
Allamakee County.....	30	366	7+258	118	16	9	3+965	21	15+104
Appanoose County.....	30	179	3+766	91	30	8	1+661	22	3+781
Centerville.....	21	(D)	(D)	(D)	(D)	6	(D)	15	(D)
Remainder of County.....	9	(D)	(D)	(D)	(D)	2	(D)	7	(D)
Audubon County.....	25	196	3+816	84	28	6	2+304	19	3+989
Benton County.....	51	440	7+948	134	37	11	1+024	40	16+024
Black Hawk County.....	182	6+339	126+134	1+511	104	118	54+649	64	38+480
Cedar Falls.....	11	(D)	(D)	(D)	(D)	9	(D)	2	(D)
Waterloo.....	149	5+942	117+428	1+371	77	102	51+992	47	34+205
Remainder of County.....	(D)	(D)	(D)	(D)	(D)	7	(D)	15	(D)
Boone County.....	35	353	7+557	159	27	12	3+538	23	9+630
Remainder of County.....	15	(D)	(D)	(D)	(D)	11	(D)	9	(D)
Bremer County.....	44	784	14+873	277	35	11	4+470	33	19+901
Maverly.....	17	275	5+023	86	9	3	8+785	14	12+120
Remainder of County.....	27	509	9+850	191	26	8	3+685	19	7+781
Buchanan County.....	41	332	5+820	110	33	11	3+035	30	6+473
Buena Vista County.....	60	565	10+689	175	40	20	6+390	40	12+413
Storm Lake.....	22	314	5+750	94	20	12	4+231	10	2+280
Remainder of County.....	38	251	4+939	81	20	8	2+190	30	10+133
Butler County.....	42	302	6+400	116	36	3	2+92	39	17+489
Calhoun County.....	46	(D)	(D)	(D)	(D)	2	(D)	44	(D)
Carroll County.....	64	1+511	27+371	317	48	18	13+210	46	23+206
Carroll.....	28	(D)	(D)	(D)	(D)	13	(D)	15	(D)
Remainder of County.....	36	(D)	(D)	(D)	(D)	5	(D)	31	(D)
Cass County.....	42	404	7+856	148	41	10	2+736	32	13+764
Atlantic.....	23	(D)	(D)	(D)	(D)	8	(D)	15	(D)
Remainder of County.....	19	(D)	(D)	(D)	(D)	2	(D)	17	(D)
Cedar County.....	35	387	8+052	220	18	8	760	27	11+535
Cerro Gordo County.....	125	3+694	74+629	962	60	69	30+947	56	68+980
Hamon City.....	31	312	6+685	809	37	60	28+717	35	61+322
Remainder of County.....	30	361	7+760	153	23	9	1+830	21	7+678
Charlottesville.....	28	285	6+045	97	17	4	719	24	12+865
Cherokee.....	14	(D)	(D)	(D)	(D)	3	(D)	11	(D)
Remainder of County.....	14	(D)	(D)	(D)	(D)	1	(D)	13	(D)
Chickasaw County.....	28	550	6+683	109	24	5	8+66	23	16+462
Clarke County.....	19	107	2+292	35	23	6	1+481	13	2+390
Clay County.....	57	1+317	25+489	283	36	22	6+806	35	36+713
Spencer.....	38	(D)	(D)	(D)	(D)	20	(D)	18	(D)
Remainder of County.....	19	(D)	(D)	(D)	(D)	2	(D)	17	(D)
Clayton County.....	41	305	6+146	111	32	14	2+385	27	15+546
Clinton County.....	77	1+034	21+303	302	52	37	7+297	40	15+971
Clinton.....	51	865	17+330	243	35	33	7+204	18	6+630
Remainder of County.....	26	169	3+973	59	17	4	93	22	9+341
Crawford County.....	53	461	10+265	175	39	12	16+840	41	13+035
Dallas County.....	61	503	9+182	242	48	10	3+755	51	18+546
Perry.....	20	(D)	(D)	(D)	(D)	7	(D)	13	(D)
Remainder of County.....	41	(D)	(D)	(D)	(D)	3	(D)	38	(D)
Davis County.....	19	104	2+005	54	29	4	902	15	3+956
Decatur County.....	23	134	2+268	77	19	7	4+048	16	5+514
Delaware County.....	32	290	5+880	99	23	5	672	27	10+888
Des Moines County.....	90	3+453	64+876	893	39	62	30+789	28	21+775
Burlington.....	82	3+380	63+620	864	36	39	30+187	23	20+676
Remainder of County.....	6	75	1+256	3	3	3	562	5	1+079
Dickinson County.....	30	180	4+055	67	28	4	1+107	26	8+701
Dubuque County.....	124	5+360	117+802	1+389	89	73	32+823	51	58+772
Dubuque.....	104	5+072	111+486	1+314	45	69	31+398	35	52+140
Remainder of County.....	20	288	6+316	75	14	4	1+475	16	6+632
Emet County.....	38	630	14+645	256	29	11	2+701	27	17+179
Estherville.....	24	(D)	(D)	(D)	(D)	10	(D)	14	(D)
Remainder of County.....	14	(D)	(D)	(D)	(D)	1	(D)	13	(D)
Etawah.....	6	475	9+829	227	55	23	5+624	11	12+294
Deladoc.....	23	235	4+918	108	26	11	3+959	12	2+820
Remainder of County.....	41	240	4+911	119	29	12	2+195	29	10+135

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments	Payroll, entire year	Payroll and paid employees, workweek nearest Nov. 15		Active proprietors of unincorporated businesses, November	Establishments	Sales	Establishments	Sales
			Payroll (Dollars)	Employees (Number)					
(Number)	(\$1,000)		(Number)	(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)	
Floyd County.....	44	379	7,020	121	30	11	2,380	33	18,885
Charles City.....	24	279	4,946	86	17	8	1,780	16	14,160
Remainder of County.....	20	100	2,074	35	13	3	600	17	4,725
Franklin County.....	40	570	10,806	175	32	9	3,925	31	13,377
Fremont County.....	18	147	2,826	51	13	3	2,965	15	2,686
Greene County.....	39	255	4,906	95	32	8	2,213	31	6,999
Grundy County.....	30	247	4,766	74	19	3	900	27	6,423
Guthrie County.....	40	270	7,941	212	35	6	654	34	11,387
Hamilton County.....	53	423	8,577	147	33	8	1,077	45	25,661
Webster City.....	20	246	5,084	85	16	5	495	15	14,325
Remainder of County.....	33	177	3,493	62	17	3	582	30	11,336
Hancock County.....	38	(D)	(D)	(D)	(D)	2	(D)	36	(D)
Hardin County.....	72	864	17,125	303	52	18	9,377	54	23,833
Harrison County.....	45	226	3,932	85	31	7	1,010	38	7,182
Henry County.....	37	418	8,460	158	24	10	1,899	27	6,641
Mount Pleasant.....	18	274	5,761	95	13	6	1,835	12	2,745
Remainder of County.....	19	144	2,699	63	11	4	464	15	3,896
Howard County.....	31	361	5,819	162	20	7	3,359	24	13,741
Humboldt County.....	33	214	4,265	82	20	4	2,029	29	12,490
Ida County.....	23	(D)	(D)	(D)	(D)	1	(D)	22	(D)
Iowa County.....	31	575	15,956	187	23	3	646	28	21,268
Jackson County.....	23	282	5,348	99	18	3	573	20	12,456
Jasper County.....	58	2,370	42,699	680	60	22	14,369	36	14,276
Newton.....	23	2,115	39,837	510	27	15	12,460	13	2,971
Remainder of County.....	30	255	2,842	70	33	7	1,689	23	11,305
Jefferson County.....	28	184	3,791	84	23	10	1,048	18	5,402
Fairfield.....	17	(D)	(D)	(D)	(D)	1	(D)	8	(D)
Remainder of County.....	11	(D)	(D)	(D)	(D)	9	(D)	10	(D)
Johnson County.....	55	973	18,586	303	30	24	9,187	31	12,875
Iowa City.....	36	758	13,839	223	19	19	6,605	17	7,197
Remainder of County.....	19	215	4,747	80	11	5	2,582	14	5,678
Jones County.....	33	258	4,534	83	32	8	2,808	25	14,164
Keokuk County.....	36	310	6,222	139	36	6	1,975	30	15,480
Kosuth County.....	72	866	18,202	274	48	14	2,635	58	43,702
Algona.....	27	461	8,821	132	21	11	1,378	16	27,036
Remainder of County.....	45	405	9,381	142	27	3	1,257	42	16,667
Lee County.....	59	1,115	18,576	252	39	33	9,521	26	23,403
Fort Madison.....	18	246	4,762	62	13	11	5,431	7	4,082
Keokuk.....	32	777	12,032	153	20	22	4,090	10	15,957
Remainder of County.....	9	9	1,782	37	6	**	**	9	3,364
Linn County.....	254	9,610	188,663	2,353	119	157	94,983	97	79,778
Cedar Rapids.....	211	8,964	174,533	2,177	84	143	88,027	68	69,010
Marion.....	7	208	3,611	46	5	4	1,898	5	1,304
Remainder of County.....	36	836	10,319	130	30	10	5,058	26	9,464
Louisa County.....	19	(D)	(D)	(D)	(D)	2	(D)	17	(D)
Lucas County.....	28	433	8,145	156	35	8	5,623	20	7,008
Chariton.....	17	(D)	(D)	(D)	(D)	2	(D)	11	(D)
Remainder of County.....	11	(D)	(D)	(D)	(D)	2	(D)	9	(D)
Lyon County.....	40	399	7,938	137	29	6	977	34	19,234
Madison County.....	21	125	2,564	78	22	3	1,370	18	5,549
Mahaska County.....	44	434	8,754	168	40	15	7,914	29	16,012
Oakloosa.....	25	(D)	(D)	(D)	(D)	11	(D)	14	(D)
Remainder of County.....	19	(D)	(D)	(D)	(D)	4	(D)	15	(D)
Marion County.....	39	344	6,268	156	28	8	1,110	31	20,621
Knoxville.....	15	113	2,289	54	12	3	506	3	11,923
Remainder of County.....	24	229	3,979	102	16	5	604	19	8,692
Marshall County.....	64	1,217	25,918	323	48	24	16,047	40	18,092
Marshalltown.....	43	(D)	(D)	(D)	(D)	22	(D)	21	(D)
Remainder of County.....	21	(D)	(D)	(D)	(D)	2	(D)	19	(D)
Hills County.....	20	135	2,399	52	16	3	143	17	3,437
Mitchell County.....	28	314	7,353	104	29	5	2,155	23	10,289
Monona County.....	36	249	5,874	95	22	6	1,818	30	6,568
Monroe County.....	12	65	1,270	48	16	3	79	9	6,099

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Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Montgomery County.....	36	440	7,518	143	37	10	14,650	26	114,078
Red Oak.....	18	(D)	(D)	(D)	(D)	8	(D)	10	(D)
Remainder of County.....	18	(D)	(D)	(D)	(D)	2	(D)	16	(D)
Muscatine County.....	45	784	15,140	219	39	19	6,564	26	18,482
Muscatine.....	32	719	13,957	186	30	19	6,564	13	13,754
Remainder of County.....	13	65	1,183	33	9	***	***	13	6,748
O'Brien County.....	18	844	16,666	289	47	8	1,911	40	22,203
Osceola County.....	16	(D)	(D)	(D)	(D)	1	(D)	15	(D)
Page County.....	46	531	10,930	177	31	16	9,087	30	8,757
Clarinda.....	18	186	3,803	69	16	8	3,962	10	8,376
Sherrard.....	21	(D)	(D)	(D)	(D)	6	(D)	15	(D)
Remainder of County.....	7	(D)	(D)	(D)	(D)	2	(D)	5	(D)
Palo Alto County.....	41	471	9,295	156	27	9	4,226	32	15,147
Plymouth County.....	39	352	6,881	131	40	7	2,797	52	6,661
Le Mars.....	16	(D)	(D)	(D)	(D)	3	(D)	11	(D)
Remainder of County.....	23	(D)	(D)	(D)	(D)	2	(D)	21	(D)
Pocahontas County.....	44	926	17,413	317	32	11	20,055	33	7,476
Polk County.....	593	35,276	677,353	8,205	284	390	355,439	203	207,283
Des Moines.....	550	34,355	649,702	7,865	258	375	346,852	175	290,018
West Des Moines.....	8	192	3,348	38	6	4	3,140	4	3,140
Remainder of County.....	35	729	24,303	812	20	51	64,870	24	14,125
Pottawattamie County.....	102	2,988	56,223	304	66	51	55,986	51	18,312
Grand Rapids.....	24	2,496	46,587	642	81	87	55,287	17	4,061
Remainder of County.....	38	492	9,676	172	25	4	6,999	34	14,271
Poweshiek County.....	50	581	12,924	227	43	11	2,846	39	15,270
Grinnell.....	20	279	5,311	88	20	8	1,556	12	4,122
Remainder of County.....	30	302	7,613	139	23	3	1,290	27	11,148
Ringold County.....	17	(D)	(D)	(D)	(D)	2	(D)	15	(D)
Seo County.....	47	527	11,722	245	35	10	6,706	37	12,455
Scott County.....	243	10,832	216,474	2,498	106	146	87,111	67	113,007
Gettysburg.....	24	1,228	24,241	286	2	8	1,901	16	28,239
Davenport.....	204	9,459	188,661	2,144	94	134	84,884	70	80,166
Remainder of County.....	15	145	3,572	68	10	4	326	11	4,602
Shelby County.....	36	374	7,000	165	28	8	913	28	8,874
Sioux County.....	60	818	15,468	340	41	17	5,980	43	21,638
Story County.....	55	628	12,831	215	48	8	1,125	47	17,586
Assess.....	19	(D)	(D)	(D)	(D)	7	(D)	12	(D)
Remainder of County.....	36	(D)	(D)	(D)	(D)	1	(D)	35	(D)
Tama County.....	51	387	7,668	154	37	13	5,383	38	11,228
Taylor County.....	24	292	5,585	127	29	4	432	20	8,552
Union County.....	33	483	8,880	144	29	17	4,745	16	8,488
Oreston.....	25	(D)	(D)	(D)	(D)	15	(D)	10	(D)
Remainder of County.....	8	(D)	(D)	(D)	(D)	2	(D)	6	(D)
Van Buren County.....	14	114	2,293	52	15	3	641	11	3,919
Wapello County.....	74	2,247	44,355	657	51	36	18,225	38	12,918
Ottumwa.....	60	(D)	(D)	(D)	(D)	34	(D)	26	(D)
Remainder of County.....	14	(D)	(D)	(D)	(D)	2	(D)	12	(D)
Warren County.....	25	(D)	(D)	(D)	(D)	2	(D)	23	(D)
Indianola.....	12	(D)	(D)	(D)	(D)	2	(D)	10	(D)
Remainder of County.....	13	(D)	(D)	(D)	(D)	***	***	13	(D)
Washington County.....	32	179	3,450	77	29	4	665	28	15,643
Washington.....	15	122	2,380	40	14	4	665	11	8,971
Remainder of County.....	17	57	1,070	37	15	***	***	17	7,172
Wayne County.....	22	90	1,750	60	19	6	1,219	16	5,062
Webster County.....	130	3,458	65,654	946	84	66	43,972	64	37,828
Fort Dodge.....	92	(D)	(D)	(D)	(D)	63	(D)	29	(D)
Remainder of County.....	38	(D)	(D)	(D)	(D)	3	(D)	35	(D)
Winneshago County.....	29	291	6,292	95	17	9	4,692	20	9,519
Winneshiek County.....	44	615	12,092	196	27	15	3,837	29	17,398
Decorah.....	25	246	4,735	25	14	12	3,259	13	6,082
Remainder of County.....	19	369	7,357	105	13	3	278	16	11,556
Woodbury County.....	338	14,132	292,202	3,425	233	188	196,121	150	347,146
Sioux Falls.....	294	(D)	(D)	(D)	(D)	186	(D)	140	(D)
Remainder of County.....	42	(D)	(D)	(D)	(D)	2	(D)	40	(D)
Worth County.....	22	163	3,048	70	15	***	***	22	8,164
Wright County.....	52	838	19,479	282	36	9	5,856	43	20,843

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes. Announcements concerning the bulletin series and the volumes may be obtained by filling out the form on the next page.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

ORDER BLANK

REQUESTS FOR ANNOUNCEMENTS OF 1954 CENSUS OF BUSINESS BULLETINS AND VOLUMES

To receive announcements concerning forthcoming 1954 Census of Business publications, complete this sheet, detach and mail to **Bureau of the Census, Washington 25, D. C.**

(Check appropriate boxes to show the series for which announcements are desired)

- | | | |
|---|--|--|
| <p style="text-align: center;">Retail Trade</p> <input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Central Business District Bulletins
<input type="checkbox"/> Census Volumes | <p style="text-align: center;">Wholesale Trade</p> <input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Census Volumes

<input type="checkbox"/> Public Merchandise Warehouses
<input type="checkbox"/> 1954 Census of Business—Puerto Rico | <p style="text-align: center;">Selected Service Trades</p> <input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
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ORDERS FOR ADDITIONAL COPIES OF PRELIMINARY REPORTS OF 1954 CENSUS OF BUSINESS RESULTS

Three separate *preliminary* series of reports—for retail trade, for wholesale trade, and for selected service trades—are being issued. Each of these three preliminary series consists of a United States report and a report for each State. Orders for copies of preliminary reports should be sent to the Bureau of the Census, Washington 25, D. C. Payment must be included with your order. Make checks or money orders payable to Census, Department of Commerce. Government Printing Office coupons or authorizations to charge the amount to your account with the Superintendent of Documents will also be acceptable. In the last instance, please report your account number. **The cost of each report is 10 cents.**

Please indicate number of copies and the name of each State for which reports are requested:

RETAIL TRADE		WHOLESALE TRADE		SELECTED SERVICE TRADES	
No.	States requested	No.	States requested	No.	States requested
All Retail Trade reports. Price \$4.00		All Wholesale Trade reports. Price \$4.00		All Selected Service reports. Price \$4.00	

Total number of copies ordered: -----
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Street Address ----- City ----- Zone ----- State -----

1954 Census of Business

WHOLESALE TRADE

February 1956

Series: PW-1-16

KANSAS

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides preliminary findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

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

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



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

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

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

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

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

EXPLANATION OF TERMS

Establishments

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

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

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

Sales

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

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

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

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

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

Active proprietors of unincorporated businesses

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

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November	Establishments	Sales	Establishments	Sales
			Payroll (Dollars)	Employees (Number)					
(Number)	(\$1,000)	(Dollars)	(Number)	(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)	
Kansas, total.....1954..	4,262	89,103	1,806,954	24,738	2,706	1,701	945,750	2,561	1,078,958
1948..	4,158	60,078	1,149,727	22,409	2,576	1,245	796,804	2,913	1,254,990
Allen County.....	31	278	4,824	92	29	12	2,860	19	3,424
Iola.....	16	200	3,391	59	16	9	2,770	7	1,621
Remainder of County.....	15	78	1,433	33	13	3	90	12	1,463
Anderson County.....	24	165	4,045	82	20	7	997	17	2,953
Atchison County.....	14	1,472	30,997	392	26	27	15,531	19	2,803
Atchison.....	32	1,402	29,847	368	16	23	15,094	3	1,835
Remainder of County.....	26	70	1,150	24	10	4	432	10	964
Barber County.....	33	193	5,041	90	22	5	1,229	28	8,157
Barton County.....	103	2,382	50,665	607	61	50	25,825	59	15,691
Great Bend.....	58	1,928	41,628	470	24	36	21,867	20	9,428
Remainder of County.....	51	424	8,967	137	37	12	3,558	39	6,263
Bourbon County.....	29	224	4,654	112	25	9	2,613	20	5,072
Fort Scott.....	21	178	3,741	87	16	9	2,613	12	3,238
Remainder of County.....	8	44	913	25	4	***	***	8	1,834
Brown County.....	33	217	4,487	86	25	7	1,484	26	5,314
Butler County.....	51	573	10,406	156	44	25	8,719	26	5,837
El Dorado.....	25	417	7,909	110	19	18	5,532	7	2,015
Remainder of County.....	26	156	24,998	46	25	7	3,157	19	3,822
Chase County.....	10	(D)	(D)	(D)	(D)	1	(D)	9	(D)
Chautauqua County.....	13	(D)	(D)	(D)	(D)	2	(D)	11	(D)
Cherokee County.....	21	300	6,543	98	21	10	3,801	11	3,772
Cheyenne County.....	19	94	1,371	37	12	***	***	19	12,046
Clark County.....	12	(D)	(D)	(D)	(D)	2	(D)	10	(D)
Clay County.....	28	201	3,803	91	29	7	831	21	7,975
Cloud County.....	46	895	21,787	321	27	15	10,514	31	11,745
Concordia.....	21	725	15,847	249	11	12	4,671	9	5,372
Remainder of County.....	25	170	5,940	72	16	3	847	22	6,393
Coffey County.....	29	117	2,377	58	20	5	590	24	3,457
Comanche County.....	17	130	2,739	63	7	4	526	13	7,614
Cowley County.....	70	859	16,851	318	48	33	9,720	37	7,651
Arkansas City.....	30	353	6,853	161	19	20	5,551	10	1,788
Winfield.....	25	(D)	(D)	(D)	(D)	11	(D)	14	(D)
Remainder of County.....	15	(D)	(D)	(D)	(D)	2	(D)	13	(D)
Crawford County.....	75	1,614	32,181	468	51	50	14,435	25	12,396
Pittsburg.....	48	1,424	27,995	384	31	37	17,006	11	9,657
Remainder of County.....	27	190	4,186	74	20	13	2,429	14	2,789
Decatur County.....	21	(D)	(D)	(D)	(D)	1	(D)	20	(D)
Dickinson County.....	54	434	8,369	181	32	13	5,944	41	9,247
Business.....	13	(D)	(D)	(D)	(D)	4	(D)	9	(D)
Remainder of County.....	41	(D)	(D)	(D)	(D)	9	(D)	32	(D)
Doniphan County.....	11	100	2,171	40	8	***	***	11	2,762
Douglas County.....	39	526	11,551	198	27	20	5,323	19	4,135
Lawrence.....	32	(D)	(D)	(D)	(D)	18	(D)	14	(D)
Remainder of County.....	7	(D)	(D)	(D)	(D)	2	(D)	5	(D)
Edwards County.....	21	4	(D)	(D)	(D)	4	(D)	17	(D)
Elk County.....	11	28	553	14	11	3	737	8	921
Ellis County.....	46	592	10,700	196	36	21	6,737	25	6,809
Haystack.....	19	(D)	(D)	(D)	(D)	19	(D)	10	(D)
Remainder of County.....	27	(D)	(D)	(D)	(D)	2	(D)	15	(D)
Ellsworth County.....	21	252	4,677	71	14	3	527	18	4,666
Finney County.....	32	639	14,564	194	14	17	3,270	15	6,077
Garden City.....	26	(D)	(D)	(D)	(D)	15	(D)	11	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	2	(D)	4	(D)
Ford County.....	69	1,661	33,913	424	23	34	13,850	35	36,631
Lodge City.....	40	(D)	(D)	(D)	(D)	24	(D)	16	(D)
Remainder of County.....	29	(D)	(D)	(D)	(D)	10	(D)	19	(D)
Franklin County.....	37	375	6,023	118	34	15	2,126	22	5,366
Ottawa.....	25	(D)	(D)	(D)	(D)	13	(D)	12	(D)
Remainder of County.....	12	(D)	(D)	(D)	(D)	2	(D)	10	(D)
Geary County.....	28	397	6,699	119	19	13	4,376	15	3,250
Junction City.....	24	385	6,465	115	17	13	4,974	11	2,992
Remainder of County.....	4	12	(2)	4	1	***	***	4	754
Gove County.....	21	(D)	(D)	(D)	(D)	1	(D)	20	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. Represents zero.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments	Sales (\$1,000)	Establishments	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Graham County.....	20	121	3,113	62	13	6	1,357	14	3,250
Grant County.....	12	(D)	(D)	(D)	(D)	1	(D)	11	(D)
Gray County.....	23	158	3,117	51	10	3	993	20	2,984
Greeley County.....	11	68	1,310	18	2	***	***	11	1,393
Greenwood County.....	24	109	2,151	45	20	9	1,694	15	2,658
Hamilton County.....	10	(D)	(D)	(D)	(D)	1	(D)	9	(D)
Harper County.....	53	288	5,640	118	22	9	1,532	44	5,395
Harvey County.....	39	488	8,062	186	23	11	1,758	28	6,617
Haskell County.....	20	(D)	(D)	(D)	(D)	9	(D)	11	(D)
Remainder of County.....	19	(D)	(D)	(D)	(D)	2	(D)	17	(D)
Haskell County.....	12	(D)	(D)	(D)	(D)	1	(D)	11	(D)
Hodgeman County.....	8	83	1,775	27	5	***	***	8	1,135
Jackson County.....	13	170	4,021	81	10	***	***	13	4,737
Jefferson County.....	17	(D)	(D)	(D)	(D)	2	(D)	15	(D)
Jewell County.....	20	80	1,605	49	15	***	***	20	3,644
Johnson County.....	61	1,435	35,552	368	54	24	31,177	37	12,323
Olath.....	17	(D)	(D)	(D)	(D)	7	(D)	13	(D)
Remainder of County.....	44	(D)	(D)	(D)	(D)	17	(D)	27	(D)
Kearny County.....	7	50	955	13	4	***	***	7	1,290
Kingman County.....	39	(D)	(D)	(D)	(D)	2	(D)	37	(D)
Kiowa County.....	19	88	1,925	24	10	3	608	16	1,783
Lafayette County.....	47	404	8,153	147	46	18	4,457	29	12,685
Parsons.....	27	287	5,630	92	30	15	4,250	12	7,736
Remainder of County.....	20	117	2,523	55	16	3	207	17	4,949
Lane County.....	13	(D)	(D)	(D)	(D)	1	(D)	12	(D)
Leavenworth County.....	31	326	6,611	99	24	18	3,017	13	3,499
Leavenworth.....	27	310	6,318	94	19	18	3,017	9	2,574
Remainder of County.....	4	16	(Z)	5	5	***	***	4	925
Lincoln County.....	26	112	2,372	56	8	6	1,596	20	3,691
Linn County.....	16	(D)	(D)	(D)	(D)	2	(D)	14	(D)
Logan County.....	28	(D)	(D)	(D)	(D)	2	(D)	26	(D)
Lyon County.....	59	574	9,644	190	52	27	5,658	32	9,903
Emporia.....	38	478	7,504	128	26	20	4,659	18	4,388
Remainder of County.....	21	96	2,140	62	26	7	989	14	5,515
McPherson County.....	51	688	13,437	223	38	14	18,062	37	8,176
McPherson.....	19	(D)	(D)	(D)	(D)	9	(D)	10	(D)
Remainder of County.....	32	(D)	(D)	(D)	(D)	5	(D)	27	(D)
Marion County.....	34	249	4,014	108	30	5	1,148	29	4,094
Marshall County.....	42	342	6,419	162	35	6	795	36	9,085
Mcne County.....	25	180	3,452	75	10	5	1,414	17	4,043
Miami County.....	30	226	4,062	76	27	13	3,633	20	3,388
Mitchell County.....	27	214	3,833	114	21	6	2,106	21	4,731
Montgomery County.....	78	1,430	26,033	409	52	48	13,758	30	15,664
Goffville.....	15	483	16,504	283	25	27	8,797	8	7,343
Independence.....	27	351	6,551	105	16	16	4,255	11	2,955
Remainder of County.....	16	146	2,958	51	11	5	709	11	5,366
Morris County.....	18	61	1,271	46	3	3	139	15	2,920
Morton County.....	16	137	3,017	69	5	3	762	13	4,747
Nemaha County.....	33	284	5,790	128	18	5	863	28	6,341
Neosho County.....	38	702	17,117	198	23	21	6,592	17	3,238
Chanute.....	25	503	9,623	153	17	18	5,538	7	1,024
Remainder of County.....	13	199	7,494	45	6	3	1,054	10	2,214
Neos County.....	30	177	2,973	70	15	***	***	30	5,940
Norton County.....	33	211	4,222	92	27	9	2,549	24	6,829
Osage County.....	19	96	1,956	48	18	5	526	14	4,647
Osborne County.....	27	(D)	(D)	(D)	(D)	1	(D)	26	(D)
Ottawa County.....	24	155	2,861	74	14	3	564	25	6,160

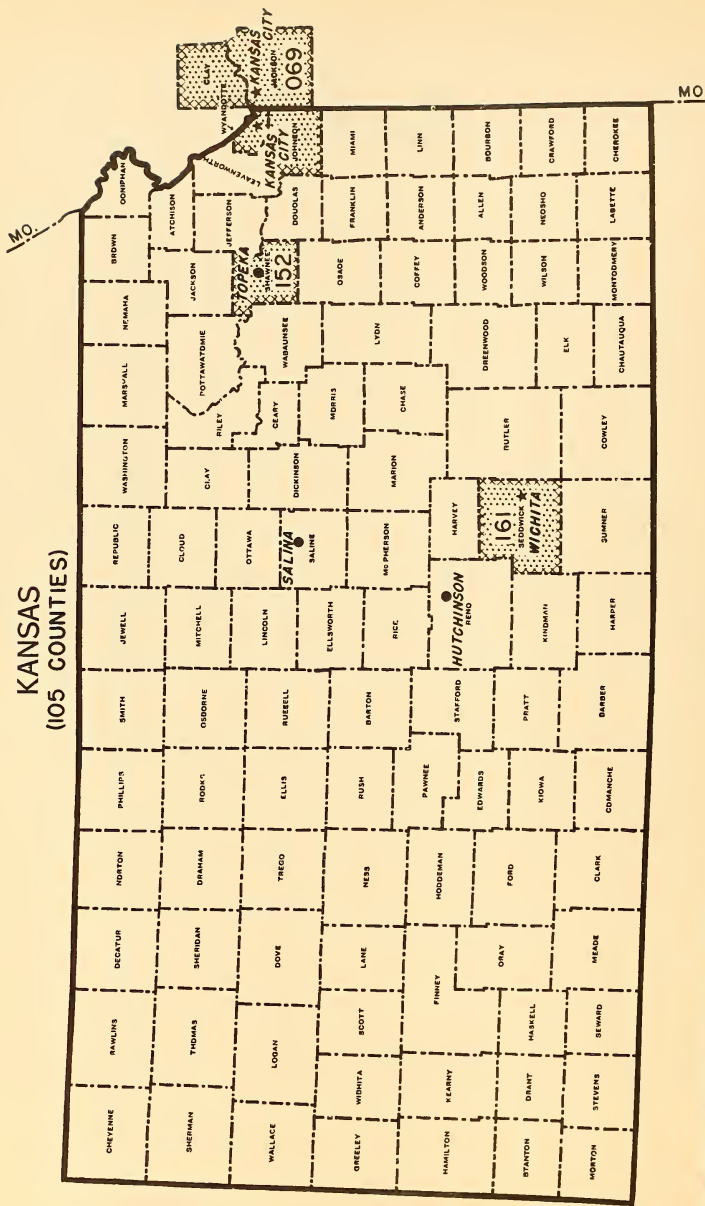
Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

Establishments, Sales, Payroll, and Personnel

County and city	Total				Merchant wholesalers		Other operating types		
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Pawnee County.....	29	314	6,561	126	17	4	289	25	9,938
Phillips County.....	27	193	3,812	84	29	4	1,949	23	6,647
Pottawatomie County.....	20	(D)	(D)	(D)	(D)	1	(D)	19	(D)
Pott County.....	40	392	7,996	111	22	14	4,540	26	2,589
Prairie County.....	21	(D)	(D)	(D)	(D)	12	(D)	9	(D)
Remainder of County.....	19	(D)	(D)	(D)	(D)	2	(D)	17	(D)
Rawlins County.....	24	(D)	(D)	(D)	(D)	2	(D)	22	(D)
Rego County.....	146	4,110	83,871	1,122	53	75	58,605	71	28,208
Reynolds County.....	102	3,569	73,552	918	66	64	46,502	38	20,508
Remainder of County.....	44	541	10,319	204	27	11	12,103	33	7,700
Republic County.....	33	187	4,222	96	22	9	683	24	4,186
Rice County.....	49	553	9,757	182	30	16	7,292	33	12,280
Riley County.....	42	672	13,156	215	28	22	7,988	20	5,968
Richardson County.....	30	556	10,504	170	17	18	6,594	12	4,408
Remainder of County.....	12	116	2,652	45	11	4	1,394	8	1,160
Rooks County.....	39	216	4,677	92	22	11	3,305	28	8,891
Rush County.....	27	202	3,946	91	13	4	1,097	23	8,053
Russell County.....	48	371	8,423	127	23	19	8,944	29	4,846
Russell County.....	25	270	5,327	77	10	12	6,377	13	3,756
Remainder of County.....	23	101	3,096	50	13	7	2,567	16	1,390
Saline County.....	109	3,768	75,426	977	74	68	77,446	41	32,797
Saline County.....	97	(D)	(D)	(D)	(D)	67	(D)	30	(D)
Remainder of County.....	12	(D)	(D)	(D)	(D)	1	(D)	11	(D)
Scott County.....	16	81	1,796	39	10	5	449	11	2,122
Sedgewick County.....	985	26,790	544,771	6,261	309	403	264,501	182	261,221
Wichita County.....	531	25,965	528,810	6,041	276	386	250,533	145	238,952
Remainder of County.....	54	825	15,961	220	33	17	13,968	37	22,469
Seward County.....	33	622	16,167	175	18	17	21,130	16	3,302
Sevier County.....	28	(D)	(D)	(D)	(D)	15	(D)	13	(D)
Liberal.....	5	(D)	(D)	(D)	(D)	2	(D)	3	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	2	(D)	3	(D)
Shawnee County.....	180	7,928	159,446	2,001	91	126	85,220	54	28,916
Topinka.....	159	7,351	143,663	1,840	79	118	81,870	41	17,093
Remainder of County.....	21	577	15,783	161	12	8	3,350	13	7,823
Sheridan County.....	11	34	616	23	5	...	...	11	3,036
Sherman County.....	29	230	4,959	96	23	6	1,870	23	7,558
Smith County.....	25	151	3,088	51	22	4	2,337	21	2,838
Stafford County.....	31	156	2,637	42	14	3	643	28	4,793
Stanton County.....	11	(D)	(D)	(D)	(D)	1	(D)	10	(D)
Stevens County.....	15	(D)	(D)	(D)	(D)	1	(D)	14	(D)
Sumner County.....	72	452	10,231	176	44	10	5,871	62	8,822
Washington County.....	18	(D)	(D)	(D)	(D)	7	(D)	11	(D)
Remainder of County.....	54	(D)	(D)	(D)	(D)	3	(D)	51	(D)
Thomas County.....	54	717	13,541	239	32	17	6,205	37	10,197
Trego County.....	16	75	1,413	49	9	...	...	16	6,886
Webaunee County.....	13	(D)	(D)	(D)	(D)	2	(D)	11	(D)
Wallace County.....	11	(D)	(D)	(D)	(D)	1	(D)	10	(D)
Washington County.....	34	402	7,704	158	19	5	1,070	29	9,659
Wichita County.....	14	(D)	(D)	(D)	(D)	2	(D)	12	(D)
Wilson County.....	24	150	2,501	60	21	8	490	16	4,519
Woodson County.....	17	(D)	(D)	(D)	(D)	2	(D)	15	(D)
Wyandotte County.....	194	13,573	270,698	3,104	102	130	119,988	64	145,724
Kansas City.....	168	11,292	223,090	2,383	85	117	106,606	51	109,366
Remainder of County.....	26	2,281	47,608	521	17	13	13,375	13	36,355

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

KANSAS (105 COUNTIES)



STANDARD METROPOLITAN AREAS

- CODE
- 069 KANSAS CITY, MO.
- 152 TOPEKA
- 161 WICHITA

LEGEND

- PLACES OF 25,000 TO 100,000 (1950)
- ★ PLACES OF 100,000 AND OVER (1950)
- ▨ STANDARD METROPOLITAN AREAS

PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes. Announcements concerning the bulletin series and the volumes may be obtained by filling out the form on the next page.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

ORDER BLANK

REQUESTS FOR ANNOUNCEMENTS OF 1954 CENSUS OF BUSINESS BULLETINS AND VOLUMES

To receive announcements concerning forthcoming 1954 Census of Business publications, complete this sheet, detach and mail to **Bureau of the Census, Washington 25, D. C.**

(Check appropriate boxes to show the series for which announcements are desired)

- | | | |
|---|--|--|
| <p style="text-align: center;">Retail Trade</p> <input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Central Business District Bulletins
<input type="checkbox"/> Census Volumes | <p style="text-align: center;">Wholesale Trade</p> <input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Census Volumes

<input type="checkbox"/> Public Merchandise Warehouses
<input type="checkbox"/> 1954 Census of Business—Puerto Rico | <p style="text-align: center;">Selected Service Trades</p> <input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Census Volumes |
|---|--|--|

ORDERS FOR ADDITIONAL COPIES OF PRELIMINARY REPORTS OF 1954 CENSUS OF BUSINESS RESULTS

Three separate *preliminary* series of reports—for retail trade, for wholesale trade, and for selected service trades—are being issued. Each of these three preliminary series consists of a United States report and a report for each State. Orders for copies of preliminary reports should be sent to the Bureau of the Census, Washington 25, D. C. Payment must be included with your order. Make checks or money orders payable to Census, Department of Commerce. Government Printing Office coupons or authorizations to charge the amount to your account with the Superintendent of Documents will also be acceptable. In the last instance, please report your account number. **The cost of each report is 10 cents.**

Please indicate number of copies and the name of each State for which reports are requested:

RETAIL TRADE		WHOLESALE TRADE		SELECTED SERVICE TRADES	
No.	States requested	No.	States requested	No.	States requested
All Retail Trade reports. Price \$4.00		All Wholesale Trade reports. Price \$4.00		All Selected Service reports. Price \$4.00	

Total number of copies ordered: -----
(Number)

Amount of money order or check enclosed \$-----

Your Name -----

Street Address ----- City ----- Zone ----- State -----

1954 Census of Business WHOLESALE TRADE

January 1956

Series: FW-1-17

KENTUCKY

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

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

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



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

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

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

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

EXPLANATION OF TERMS

Establishments

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

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

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

Sales

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

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

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

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

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

Active proprietors of unincorporated businesses

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

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Kentucky, total.....1954.. 1953..	2,717 2,266	104,061 85,207	2,039,866 1,301,164	29,981 25,153	1,846 1,634	1,719 1,311	964,532 765,786	998 955	1,220,630 904,073
Adair County.....	9	40	791	28	9	5	570	4	1,633
Allen County.....	7	21	(Z)	22	8	3	77	4	1,442
Anderson County.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)
Ballard County.....	4	(D)	(D)	(D)	(D)	1	(D)	3	(D)
Barren County.....	35	608	124,141	391	23	21	6,667	18	12,668
Clay County.....	26	(D)	(D)	(D)	(D)	14	(D)	12	(D)
Remainder of County.....	9	(D)	(D)	(D)	(D)	7	(D)	2	(D)
Beth County.....	1	(D)	(D)	(D)	(D)	1	(D)	...	...
Bell County.....	37	632	139,918	198	23	28	7,201	9	4,552
Midway County.....	29	(D)	(D)	(D)	(D)	22	(D)	7	(D)
Remainder of County.....	8	(D)	(D)	(D)	(D)	6	(D)	2	(D)
Boone County.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)
Bourbon County.....	20	463	104,260	273	12	10	3,076	10	12,725
Paris.....	20	463	104,260	273	12	10	3,076	10	12,725
Remainder of County.....	...	...	...	...	...	...	...	...	...
Boyd County.....	61	24,459	458,339	681	39	50	22,393	11	10,234
Ashland.....	58	(D)	(D)	(D)	(D)	45	(D)	3	(D)
Remainder of County.....	7	(D)	(D)	(D)	(D)	5	(D)	2	(D)
Boyle County.....	27	676	124,475	381	23	16	8,369	11	16,350
Danville.....	21	(D)	(D)	(D)	(D)	11	(D)	10	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	5	(D)	1	(D)
Boone County.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Breathitt County.....	8	(D)	(D)	(D)	(D)	6	(D)	2	(D)
Breckinridge County.....	8	31	657	16	7	3	257	5	1,086
Bullitt County.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Butler County.....	1	(D)	(D)	(D)	(D)	...	...	1	(D)
Caldwell County.....	13	112	2,076	59	14	5	915	8	3,688
Princeton.....	11	(D)	(D)	(D)	(D)	5	(D)	6	(D)
Remainder of County.....	2	(D)	(D)	(D)	(D)	...	...	2	(D)
Calloway County.....	41	457	8,812	191	37	24	7,753	17	11,329
Murray.....	32	413	7,616	169	27	18	7,140	14	10,687
Remainder of County.....	9	44	1,196	22	10	6	613	3	642
Campbell County.....	30	1,109	20,860	246	17	28	14,117	6	1,465
Billingsville.....	4	56	849	13	...	4	757	...	...
Dayton.....	1	(D)	(D)	(D)	(D)	1	(D)	...	...
Fort Thomas.....	...	...	...	...	...	...	...	...	...
Neopost.....	20	978	18,959	208	15	17	12,442	3	1,287
Remainder of County.....	5	(D)	(D)	(D)	(D)	2	(D)	3	(D)
Carlisle County.....	7	(D)	(D)	(D)	(D)	1	(D)	6	(D)
Carroll County.....	18	501	9,503	166	16	4	2,753	14	13,280
Carter County.....	9	69	1,319	28	7	4	1,657	5	1,636
Cass County.....	...	...	...	...	...	...	...	...	...
Christian County.....	45	749	15,687	389	34	21	6,818	24	17,509
Hopkinsville.....	41	(D)	(D)	(D)	(D)	20	(D)	21	(D)
Remainder of County.....	4	(D)	(D)	(D)	(D)	1	(D)	3	(D)
Clark County.....	28	402	7,991	191	21	16	3,192	12	11,240
Winchester.....	25	(D)	(D)	(D)	(D)	18	(D)	10	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Clay County.....	7	60	1,216	23	6	4	1,063	3	1,268
Clinton County.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Crittenden County.....	6	79	1,113	20	6	3	569	3	1,066
Cumberland County.....	4	(D)	(D)	(D)	(D)	1	(D)	3	(D)
Daviess County.....	62	2,995	62,357	1,023	48	51	21,391	18	39,103
Owensboro.....	60	2,794	59,235	938	40	48	20,047	12	32,612
Remainder of County.....	9	201	3,122	85	8	3	1,344	6	6,491
Edmonson County.....	1	(D)	(D)	(D)	(D)	...	...	1	(D)
Elliott County.....	...	...	...	...	...	...	...	...	...
Estill County.....	7	62	1,146	21	5	4	831	3	648
Payette County.....	207	81,896	172,468	2,597	96	131	86,170	76	116,714
Lexington.....	196	(D)	(D)	(D)	(D)	123	(D)	73	(D)
Remainder of County.....	11	(D)	(D)	(D)	(D)	8	(D)	3	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Fleming County.....	5	(0)	(0)	(0)	(0)	2	(0)	3	(0)
Floyd County.....	21	288	6,826	125	15	15	3,559	6	2,328
Franklin County.....	26	364	7,980	117	20	18	3,488	8	2,674
Frankfort.....	3	(0)	(0)	(0)	(0)	17	(0)	6	(0)
Remainder of County.....	(0)	(0)	(0)	(0)	(0)	1	(0)	2	(0)
Fulton County.....	21	416	8,956	157	15	11	2,269	10	5,133
Callatin County.....	6	(0)	(0)	(0)	(0)	2	(0)	4	(0)
Carrard County.....	6	(0)	(0)	(0)	(0)	2	(0)	4	(0)
Grant County.....	4	20	(2)	8	4	***	***	4	1,277
Graves County.....	34	816	13,982	250	28	19	7,825	15	9,205
Mayfield.....	27	638	8,857	156	19	15	6,362	12	5,562
Remainder of County.....	7	177	5,125	94	9	4	1,463	3	3,623
Grayson County.....	10	200	2,996	75	13	3	3,238	7	2,375
Green County.....	7	(0)	(0)	(0)	(0)	2	(0)	5	(0)
Greensp County.....	7	80	2,572	29	7	3	1,716	4	592
Hancock County.....	4	22	(2)	17	3	***	***	4	646
Hardin County.....	25	423	8,630	124	21	15	2,975	10	4,233
Elizabethton.....	21	343	7,850	110	16	11	2,573	10	4,233
Remainder of County.....	4	40	780	14	5	4	402	***	***
Harlan County.....	34	1,474	27,016	384	11	28	18,206	6	3,816
Harrison County.....	12	143	5,018	162	8	3	188	9	8,521
Hart County.....	14	(0)	(0)	(0)	(0)	2	(0)	12	(0)
Henderson County.....	31	752	15,217	235	17	23	11,583	8	7,358
Henderson.....	28	729	14,567	222	14	20	11,035	8	7,358
Remainder of County.....	3	23	650	13	3	3	548	***	***
Henry County.....	5	20	(2)	11	6	***	***	5	913
Hickman County.....	5	(0)	(0)	(0)	(0)	1	(0)	4	(0)
Hopkin County.....	30	394	9,066	134	24	20	6,551	10	3,642
Madisonville.....	21	269	5,981	82	17	15	3,012	6	2,476
Remainder of County.....	9	125	3,085	52	7	5	3,539	4	1,166
Jackson County.....	***	(0)	(0)	(0)	(0)	***	(0)	***	***
Jefferson County.....	448	60,405	1,181,927	14,524	453	611	512,240	237	618,331
Louisville.....	810	58,515	1,142,117	14,013	432	585	502,494	225	586,702
Remainder of County.....	38	1,890	39,810	511	21	26	9,746	12	31,629
Jessamine County.....	3	(0)	(0)	(0)	(0)	1	(0)	2	(0)
Johnson County.....	23	589	12,054	198	13	16	7,890	7	3,976
Kenton County.....	64	2,260	43,980	565	48	54	23,105	10	18,773
Covington.....	51	2,028	39,750	511	38	44	20,942	7	17,064
Ludlow.....	1	(0)	(0)	(0)	(0)	1	(0)	***	***
Remainder of County.....	12	(0)	(0)	(0)	(0)	9	(0)	3	(0)
Knott County.....	2	(0)	(0)	(0)	(0)	2	(0)	***	***
Knox County.....	12	66	1,352	34	16	8	1,021	4	1,921
Corbin (part).....	2	(0)	(0)	(0)	(0)	1	(0)	1	(0)
Remainder of County.....	10	(0)	(0)	(0)	(0)	7	(0)	3	(0)
Larue County.....	2	(0)	(0)	(0)	(0)	1	(0)	1	(0)
Laurel County.....	20	519	9,003	251	28	11	10,179	9	10,825
Lawrence County.....	5	(0)	(0)	(0)	(0)	3	(0)	2	(0)
Lee County.....	5	(0)	(0)	(0)	(0)	1	(0)	4	(0)
Leslie County.....	1	(0)	(0)	(0)	(0)	1	(0)	***	***
Letcher County.....	13	243	4,866	77	8	8	3,335	5	1,482
Jenkins.....	1	(0)	(0)	(0)	(0)	1	(0)	***	***
Remainder of County.....	12	(0)	(0)	(0)	(0)	7	(0)	5	(0)
Lewis County.....	1	(0)	(0)	(0)	(0)	***	***	1	(0)
Lincoln County.....	10	70	1,595	50	6	5	743	5	2,422
Livingston County.....	***	***	***	***	***	***	***	***	***
Logan County.....	18	146	2,642	85	16	4	631	14	6,990
Lyon County.....	2	(0)	(0)	(0)	(0)	1	(0)	1	(0)
McCracken County.....	11	4,351	73,681	1,036	78	83	40,602	30	29,474
Fishburne.....	107	(0)	(0)	(0)	(0)	79	(0)	28	(0)
Remainder of County.....	6	(0)	(0)	(0)	(0)	4	(0)	2	(0)

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*Corbin is in Knox and Whitley counties.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November	Establishments	Sales (\$1,000)	Establishments	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
McCreary County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
McLean County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Madison County.....	31	551	10,568	242	29	19	5,658	12	12,521
Richmond.....	23	(D)	(D)	(D)	(D)	15	(D)	10	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	4	(D)	2	(D)
Magoffin County.....	5	61	1,298	30	3	5	1,574	***	***
Marion County.....	17	141	2,941	96	14	7	906	10	7,025
Marshall County.....	7	46	951	34	5	3	325	4	1,243
Martin County.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***
Mason County.....	43	896	23,259	606	27	23	6,527	20	25,924
Maysville.....	35	(D)	(D)	(D)	(D)	21	(D)	14	(D)
Remainder of County.....	8	(D)	(D)	(D)	(D)	2	(D)	6	(D)
Meseda County.....	3	11	(Z)	4	4	***	***	3	632
Menifee County.....	***	***	***	***	***	***	***	***	***
Mercer County.....	16	166	2,237	76	21	5	2,038	11	8,835
Harrodsburg.....	15	(D)	(D)	(D)	(D)	4	(D)	11	(D)
Remainder of County.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***
Metcalfe County.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)
Monroe County.....	7	(D)	(D)	(D)	(D)	2	(D)	5	(D)
Montgomery County.....	17	252	5,503	145	16	8	2,243	9	8,390
Mount Sterling.....	17	252	5,503	145	16	8	2,243	9	8,390
Remainder of County.....	***	***	***	***	***	***	***	***	***
Morgan County.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Muhlenberg County.....	25	363	6,139	139	23	15	5,729	10	2,987
Nelson County.....	17	335	6,621	142	15	10	4,219	7	5,580
Nicholas County.....	4	26	(Z)	15	2	***	***	4	1,433
Ohio County.....	5	19	(2)	9	5	***	***	1	1,430
Oldham County.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)
Owen County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Owley County.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***
Pendleton County.....	9	77	1,544	29	11	4	676	5	1,061
Perry County.....	24	637	15,788	159	17	19	7,467	5	2,456
Hazard.....	13	258	5,591	70	4	10	2,728	***	***
Remainder of County.....	14	379	10,197	89	13	9	4,743	5	2,456
Pike County.....	40	633	14,158	215	21	30	8,365	10	5,824
Pikeville.....	21	459	10,091	156	9	17	6,987	4	2,467
Remainder of County.....	19	174	4,067	59	12	13	1,378	6	3,357
Powell County.....	2	(D)	(D)	(D)	(D)	2	(D)	***	(D)
Pulaski County.....	30	615	10,983	246	21	21	7,508	9	8,992
Somerset.....	15	227	4,473	96	13	10	3,688	5	4,205
Remainder of County.....	15	388	6,510	150	8	11	3,820	4	4,786
Robertson County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Rockcastle County.....	3	10	(Z)	4	2	***	***	3	714
Rowan County.....	8	81	1,150	28	6	4	1,208	4	1,265
Russell County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Scott County.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)
Georgetown.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)
Remainder of County.....	***	***	***	***	***	***	***	***	***
Shelby County.....	18	316	8,522	192	16	6	1,873	12	12,510
Simpson County.....	21	412	6,263	148	13	10	5,644	11	4,485
Spencer County.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)
Taylor County.....	19	279	4,763	83	16	12	2,396	7	3,761
Todd County.....	10	74	1,850	44	12	3	439	7	2,078
Trigg County.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)
Union County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Van County.....	13	148	3,007	57	14	5	1,383	8	3,096

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE—Continued

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Warren County.....	41	1,373	26,266	516	36	40	13,344	71	13,812
Bowling Green.....	7	(D)	(D)	(D)	(D)	39	(D)	18	(D)
Remainder of County.....	4	(D)	(D)	(D)	(D)	1	(D)	3	(D)
Washington County.....	12	(D)	(D)	(D)	(D)	1	(D)	11	(D)
Wayne County.....	7	55	968	71	8	4	419	3	1,718
Webster County.....	10	99	1,883	38	9	6	3,026	4	684
Whitley County.....	19	224	4,344	11	21	13	3,114	6	2,142
Corbin (part).....	13	(D)	(D)	(D)	(D)	9	(D)	4	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	4	(D)	2	(D)
Wolfe County.....	***	***	***	***	***	***	***	***	***
Woodford County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

¹Corbin is in Knox and Whitley counties.

PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

1954 Census of Business

WHOLESALE TRADE

February 1956

Series: PW-1-18

LOUISIANA

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

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

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



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

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

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

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

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

EXPLANATION OF TERMS

Establishments

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

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

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

Sales

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

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

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

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

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

Active proprietors of unincorporated businesses

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

Establishments, Sales, Payroll, and Personnel

Parish and city	Total				Merchant wholesalers		Other operating types		
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November	Establishments	Sales	Establishments	Sales
			Payroll (Dollars)	Employees (Number)					
Louisiana, total.....1954.....	3,633	144,994	2,896,606	40,120	2,229	2,440	1,616,388	1,193	1,267,169
.....1948.....	2,872	100,145	1,977,018	34,725	1,752	1,701	1,150,849	971	985,976
Acahis Parish.....	63	1,130	27,318	609	51	33	20,417	30	8,750
Acadiana Parish.....	33	640	12,796	276	33	18	8,377	15	4,862
Bayne.....	13	159	3,238	68	8	8	2,682	5	500
Remainder of Parish.....	17	536	11,284	265	10	7	9,158	10	3,303
Allen Parish.....	8	71	1,302	18	5	3	1,072	5	1,057
Andale.....	6	(D)	(D)	(D)	(D)	3	(D)	3	(D)
Remainder of Parish.....	2	(D)	(D)	(D)	(D)	...	...	2	(D)
Ascension Parish.....	15	295	5,235	82	11	9	4,242	6	1,825
Assumption Parish.....	7	(D)	(D)	(D)	(D)	6	(D)	1	(D)
Avoyelles Parish.....	28	357	7,466	175	24	14	5,339	14	3,504
Beauregard Parish.....	12	140	2,853	67	16	8	2,749	4	1,744
De Ridder.....	9	(D)	(D)	(D)	(D)	6	(D)	3	(D)
Remainder of Parish.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Bienville Parish.....	11	49	939	22	7	3	207	8	1,070
Bossier Parish.....	35	949	20,822	318	14	19	6,428	16	8,312
Bossier City.....	18	532	11,013	185	3	11	4,564	7	2,453
Remainder of Parish.....	17	417	9,809	133	11	8	1,930	9	5,859
Caddo Parish.....	374	18,323	360,617	4,753	214	271	188,130	103	118,924
Shreveport.....	342	17,270	339,771	4,483	196	250	174,794	92	111,479
Remainder of Parish.....	32	1,053	20,846	270	18	21	13,336	11	7,445
Calcasieu Parish.....	120	5,391	104,748	1,305	57	91	62,407	29	23,766
Lake Charles.....	96	4,544	89,438	1,103	47	77	55,361	19	19,458
Sulphur.....	6	(D)	(D)	(D)	(D)	4	(D)	2	(D)
Remainder of Parish.....	18	(D)	(D)	(D)	(D)	10	(D)	8	(D)
Caldwell Parish.....	...	...	...	...	...	...	...	...	...
Cameron Parish.....	6	121	4,355	78	6	3	860	3	908
Catahoula Parish.....	9	79	1,741	41	10	3	967	6	1,441
Cisthoue Parish.....	16	202	4,001	60	9	9	4,248	7	1,284
Concordia Parish.....	10	133	3,240	82	6	6	3,567	4	1,327
De Soto Parish.....	16	141	2,243	71	14	7	1,309	9	3,941
East Baton Rouge Parish.....	194	7,897	156,505	2,188	77	159	82,909	35	33,392
Baton Rouge.....	184	7,377	146,427	2,058	74	153	80,138	31	16,413
Remainder of Parish.....	10	420	10,078	133	3	6	2,573	4	16,979
East Carroll Parish.....	11	121	2,702	53	8	4	3,057	7	2,681
East Feliciana Parish.....	6	(D)	(D)	(D)	(D)	2	(D)	4	(D)
Jackson.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Remainder of Parish.....	4	(D)	(D)	(D)	(D)	1	(D)	3	(D)
Evangeline Parish.....	17	183	3,604	90	13	8	3,461	9	3,077
Wille Platte.....	9	(D)	(D)	(D)	(D)	6	(D)	3	(D)
Remainder of Parish.....	8	(D)	(D)	(D)	(D)	2	(D)	6	(D)
Franklin Parish.....	18	255	5,521	128	19	8	10,787	10	5,722
Grant Parish.....	6	62	1,115	26	7	3	1,472	3	325
Iberia Parish.....	74	1,982	38,366	596	44	53	27,561	21	11,141
New Iberia.....	55	1,684	32,463	457	29	38	22,554	17	10,141
Remainder of Parish.....	19	298	5,903	139	15	15	4,997	4	1,000
Iberville Parish.....	21	226	4,226	65	17	11	3,141	10	2,513
Flaquemin.....	8	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Remainder of Parish.....	13	(D)	(D)	(D)	(D)	4	(D)	9	(D)
Jackson Parish.....	10	34	656	17	8	5	613	5	636
Jefferson Parish.....	125	5,459	107,001	1,482	86	88	73,314	37	41,406
Gretna.....	14	303	5,441	75	11	11	4,433	3	3,384
Kenner.....	6	(D)	(D)	(D)	(D)	1	(D)	5	(D)
Metairie.....	11	(D)	(D)	(D)	(D)	8	(D)	2	(D)
Remainder of Parish.....	94	4,828	86,807	1,074	65	67	64,274	27	32,626
Jefferson Davis Parish.....	35	441	9,670	230	26	17	7,710	18	3,649
Jennings.....	20	299	6,816	102	14	12	6,434	8	1,138
Remainder of Parish.....	15	142	2,854	128	12	5	1,276	10	2,511
Lafayette Parish.....	111	2,947	66,357	1,035	73	75	28,218	36	17,192
Lafayette.....	91	2,523	56,212	822	60	65	25,372	26	12,331
Remainder of Parish.....	20	424	10,145	213	13	10	2,846	10	4,861
Lafourche Parish.....	59	924	21,790	393	31	42	16,143	17	5,994
Thibodaux.....	23	113	7,854	163	6	17	8,433	6	2,763
Remainder of Parish.....	36	513	13,936	182	30	25	7,870	11	2,980
La Salle Parish.....	9	240	2,287	40	8	5	1,868	4	944
Lisbon Parish.....	27	381	6,959	132	18	18	6,610	9	2,070
Burton.....	23	(D)	(D)	(D)	(D)	15	(D)	8	(D)
Remainder of Parish.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)

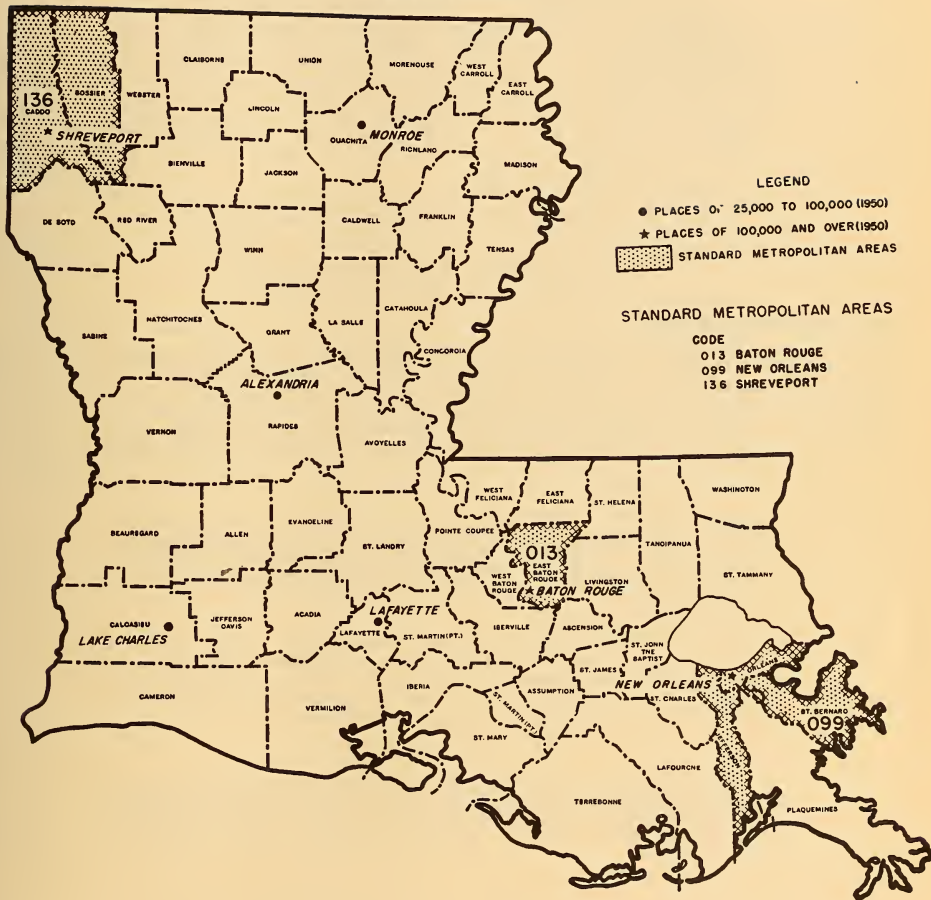
Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

Establishments, Sales, Payroll, and Personnel

Parish and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Livingston Parish.....	9	157	2,297	42	7	5	2,047	4	1,502
Madison Parish.....	15	351	8,237	119	4	9	13,422	6	3,129
Talibuh.....	12	(D)	(D)	(D)	(D)	7	(D)	5	(D)
Remainder of Parish.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Morehouse Parish.....	17	135	2,783	70	12	9	1,228	8	3,029
Bastrop.....	13	(D)	(D)	(D)	(D)	7	(D)	6	(D)
Remainder of Parish.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Natchitoches Parish.....	21	223	6,154	128	10	10	5,122	11	7,148
Natchitoches.....	19	(D)	(D)	(D)	(D)	10	(D)	9	(D)
Remainder of Parish.....	2	(D)	(D)	(D)	(D)	***	(D)	2	(D)
Orleans Parish (cooperative with New Orleans city).....	1,298	73,593	1,457,470	18,318	738	917	795,748	381	755,338
Ouachita Parish.....	139	6,712	133,861	1,432	85	108	73,739	31	21,024
Monroe.....	114	6,149	123,673	1,661	63	66	64,903	28	19,501
West Monroe.....	19	(D)	(D)	(D)	(D)	17	(D)	2	(D)
Remainder of Parish.....	6	(D)	(D)	(D)	(D)	5	(D)	1	(D)
Flaquemine Parish.....	13	378	7,702	99	6	7	3,534	6	2,034
Pointe Coupee Parish.....	11	154	3,237	64	9	8	2,501	3	1,014
Rapides Parish.....	123	3,772	73,212	1,247	73	89	34,979	34	28,189
Alexandria.....	104	3,469	65,004	1,035	58	78	34,264	26	23,390
Pineville.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Remainder of Parish.....	14	(D)	(D)	(D)	(D)	7	(D)	7	(D)
Red River Parish.....	4	128	2,044	43	2	***	***	4	1,095
Richland Parish.....	13	(D)	(D)	(D)	(D)	1	(D)	12	(D)
Sabine Parish.....	11	211	4,392	98	10	6	2,286	5	931
St. Bernard Parish.....	18	1,667	34,407	362	8	6	2,208	12	44,567
St. Charles Parish.....	8	(D)	(D)	(D)	(D)	4	(D)	4	(D)
St. Helena Parish.....	***	***	***	***	***	***	***	***	***
St. James Parish.....	17	381	9,188	190	7	9	3,079	8	3,349
St. John the Baptist Parish.....	8	58	1,004	18	6	4	548	4	1,073
St. Landry Parish.....	90	1,694	37,431	974	71	42	17,097	48	15,507
Eunice.....	19	308	4,961	138	11	11	5,448	8	3,350
Morgan City.....	41	732	16,204	292	21	21	7,750	10	4,567
Opelousas.....	0	654	15,364	544	39	10	3,899	30	7,450
Remainder of Parish.....	11	130	2,280	41	8	5	484	6	1,124
St. Martin Parish.....	43	1,137	24,681	441	29	31	10,515	12	4,160
Franklin.....	11	139	2,594	47	6	6	2,028	5	1,496
Remainder of Parish.....	20	338	7,020	130	16	16	3,193	4	868
Morgan City.....	12	660	14,967	264	7	9	5,294	3	1,796
St. Tammany Parish.....	28	353	6,974	169	17	15	4,497	13	2,383
Covington.....	14	232	4,740	108	7	7	2,142	7	1,300
Remainder of Parish.....	14	121	2,234	61	10	8	2,355	6	1,083
Tangipahoa Parish.....	70	446	16,299	337	52	47	11,480	23	11,919
Hammond.....	29	503	4,747	114	27	19	4,226	10	6,721
Remainder of Parish.....	41	543	10,552	223	25	28	7,254	13	4,598
Tensas Parish.....	5	40	951	51	4	***	***	5	1,311
Terrebonne Parish.....	76	1,519	35,174	466	45	59	29,523	17	9,604
Home.....	10	951	22,425	264	24	10	20,515	10	7,058
Remainder of Parish.....	28	568	12,679	200	21	21	9,043	7	2,546
Union Parish.....	8	223	4,613	73	7	4	4,566	4	1,067
Vermilion Parish.....	32	329	6,506	132	22	14	3,614	18	6,527
Abbeville.....	16	186	3,306	66	12	9	3,033	8	1,644
Remainder of Parish.....	15	141	3,200	66	10	5	576	10	6,883
Vernon Parish.....	13	241	4,111	90	10	7	3,171	6	1,534
Washington Parish.....	29	454	9,104	173	16	19	6,340	10	3,812
Boquillon.....	22	(D)	(D)	(D)	(D)	18	(D)	4	(D)
Remainder of Parish.....	7	(D)	(D)	(D)	(D)	1	(D)	6	(D)
Webster Parish.....	24	309	6,827	104	17	10	2,174	14	3,782
Minden.....	16	227	4,684	73	13	7	1,945	9	2,251
Remainder of Parish.....	8	79	2,136	31	4	3	273	5	1,431
West Baton Rouge Parish.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
West Carroll Parish.....	8	39	1,334	23	5	4	1,103	4	1,236
West Feliciana Parish.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Winn Parish.....	13	214	4,055	61	9	6	3,150	7	1,524
Winfield.....	12	(D)	(D)	(D)	(D)	6	(D)	6	(D)
Remainder of Parish.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

LOUISIANA
(64 PARISHES)



PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes. Announcements concerning the bulletin series and the volumes may be obtained by filling out the form on the next page.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

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REQUESTS FOR ANNOUNCEMENTS OF 1954 CENSUS OF BUSINESS BULLETINS AND VOLUMES

To receive announcements concerning forthcoming 1954 Census of Business publications, complete this sheet, detach and mail to **Bureau of the Census, Washington 25, D. C.**

(Check appropriate boxes to show the series for which announcements are desired)

- | | | |
|--|---|---|
| <p>Retail Trade</p> <p><input type="checkbox"/> Area Bulletins</p> <p><input type="checkbox"/> Subject Bulletins</p> <p><input type="checkbox"/> Trade Bulletins</p> <p><input type="checkbox"/> Central Business District Bulletins</p> <p><input type="checkbox"/> Census Volumes</p> | <p>Wholesale Trade</p> <p><input type="checkbox"/> Area Bulletins</p> <p><input type="checkbox"/> Subject Bulletins</p> <p><input type="checkbox"/> Trade Bulletins</p> <p><input type="checkbox"/> Census Volumes</p> | <p>Selected Service Trades</p> <p><input type="checkbox"/> Area Bulletins</p> <p><input type="checkbox"/> Subject Bulletins</p> <p><input type="checkbox"/> Trade Bulletins</p> <p><input type="checkbox"/> Census Volumes</p> |
| <p><input type="checkbox"/> Public Merchandise Warehouses</p> <p><input type="checkbox"/> 1954 Census of Business—Puerto Rico</p> | | |

ORDERS FOR ADDITIONAL COPIES OF PRELIMINARY REPORTS OF 1954 CENSUS OF BUSINESS RESULTS

Three separate *preliminary* series of reports—for retail trade, for wholesale trade, and for selected service trades—are being issued. Each of these three preliminary series consists of a United States report and a report for each State. Orders for copies of preliminary reports should be sent to the Bureau of the Census, Washington 25, D. C. Payment must be included with your order. Make checks or money orders payable to Census, Department of Commerce. Government Printing Office coupons or authorizations to charge the amount to your account with the Superintendent of Documents will also be acceptable. In the last instance, please report your account number. **The cost of each report is 10 cents.**

Please indicate number of copies and the name of each State for which reports are requested:

RETAIL TRADE		WHOLESALE TRADE		SELECTED SERVICE TRADES	
No.	States requested	No.	States requested	No.	States requested
All Retail Trade reports. Price \$4.00		All Wholesale Trade reports. Price \$4.00		All Selected Service reports. Price \$4.00	

Total number of copies ordered: -----
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DEPARTMENT OF COMMERCE

**BUREAU OF THE CENSUS
WASHINGTON 25, D. C.**

OFFICIAL BUSINESS

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PAYMENT OF POSTAGE, \$300**

1954 Census of Business

WHOLESALE TRADE

January 1956

Series: FW-1-19

MAINE

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

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

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



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

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

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paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

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

EXPLANATION OF TERMS

Establishments

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

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

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

Sales

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

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

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

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

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

Active proprietors of unincorporated businesses

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

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Maine, total.....1954- 1948.....	1,315 869	41,307 27,010	767,441 502,317	12,054 9,563	573 365	922 549	358,934 247,988	393 320	307,118 237,446
Androscoggin County.....	124	4,317	85,991	1,506	55	103	41,887	21	14,397
Auburn.....	51	(D)	(D)	(D)	(D)	43	(D)	8	(D)
Lewiston.....	67	2,413	49,840	747	28	59	29,376	12	6,889
Remainder of County.....	6	(D)	(D)	(D)	(D)	5	(D)	1	(D)
Aroostook County.....	162	3,485	62,153	1,137	80	64	23,058	98	37,653
Bangor.....	30	962	17,186	250	9	12	8,769	18	10,713
Remainder of County.....	132	2,523	44,967	887	71	52	14,089	80	26,740
Cumberland County.....	360	18,274	333,154	4,752	114	279	156,009	81	142,041
Portland.....	287	16,065	292,255	4,424	77	225	145,405	62	103,137
South Portland.....	29	(D)	(D)	(D)	(D)	19	(D)	10	(D)
Westbrook.....	3	55	927	16	3	3	602	***	***
Remainder of County.....	41	(D)	(D)	(D)	(D)	32	(D)	9	(D)
Franklin County.....	9	182	3,357	45	10	6	583	3	1,640
Hancock County.....	44	533	8,373	158	30	36	6,882	8	3,198
Kennebec County.....	117	4,710	48,836	821	46	92	29,126	35	23,553
Augusta.....	44	1,282	23,925	274	19	33	13,085	11	6,465
Gardiner.....	12	308	5,949	115	5	8	2,323	4	2,504
Waterville.....	34	661	12,152	213	12	24	9,113	10	5,225
Remainder of County.....	27	459	7,210	119	10	17	2,605	10	3,359
Knox County.....	69	1,281	22,294	428	28	47	11,676	22	9,660
Rockland.....	41	824	15,838	299	15	27	6,922	14	5,800
Remainder of County.....	28	453	6,456	129	13	20	4,754	8	3,860
Lincoln County.....	29	(D)	(D)	(D)	(D)	26	(D)	3	(D)
Oxford County.....	38	509	10,387	179	21	21	3,660	17	5,403
Penobscot County.....	165	6,172	24,732	1,891	50	121	60,929	44	36,564
Bangor.....	106	5,408	99,070	1,461	26	67	52,108	19	27,157
Brewer.....	18	493	9,832	155	5	11	2,359	7	5,300
Old Town.....	2	(D)	(D)	(D)	(D)	2	(D)	***	***
Remainder of County.....	39	(D)	(D)	(D)	(D)	21	(D)	18	(D)
Piscataquis County.....	16	126	2,339	38	12	7	311	9	1,727
Sagadahoc County.....	15	(D)	(D)	(D)	(D)	13	(D)	2	(D)
Bethel.....	10	(D)	(D)	(D)	(D)	9	(D)	1	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Somerset County.....	28	325	7,007	147	17	13	3,905	15	5,599
Waldo County.....	21	323	6,877	102	7	13	1,272	8	10,768
Bethel.....	10	(D)	(D)	(D)	(D)	8	(D)	4	(D)
Remainder of County.....	11	(D)	(D)	(D)	***	7	(D)	4	(D)
Washington County.....	39	514	10,495	324	24	27	4,102	12	4,439
York County.....	79	1,436	30,989	481	56	68	12,892	15	5,062
Biddeford.....	23	419	7,089	120	13	18	4,039	5	2,901
Saco.....	8	(D)	(D)	(D)	(D)	7	(D)	1	(D)
Remainder of County.....	48	(D)	(D)	(D)	(D)	39	(D)	9	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

MAINE
(16 COUNTIES)



LEGEND

● PLACES OF 25,000 TO 100,000 (1950)

★ PLACES OF 100,000 AND OVER (1950) - NONE

■ STANDARD METROPOLITAN AREA

STANDARD METROPOLITAN AREA

CODE

||| PORTLAND

U. S. DEPARTMENT OF COMMERCE

Field Offices

ALBUQUERQUE, N. MEX.
Rm. 321, Post Office Bldg.
Phone: 7-0311, Ext. 336

ATLANTA 5, GA.
Room 336
Peachtree and Seventh St. Bldg.
Phone: Elgin 3311

BOSTON 9, MASS.
Room 1416
U. S. Post Office & Courthouse
Phone: Liberty 2-5600
Ext. 478

BUFFALO 3, N. Y.
504 Federal Bldg.
117 Ellicott Street
Phone: Madison 4216

CHARLESTON 4, S. C.
Area 2 Sergeant Jasper Bldg.
West End Broad Street
Phone: 2-7771

CHEYENNE, WYO.
307 Federal Office Bldg.
Phone: 8-8931, Ext. 101 & 102

CHICAGO 6, ILL.
226 West Jackson Blvd.
Phone: Andover 3-3600

CINCINNATI 2, OHIO
442 U. S. Post Office &
Courthouse
Phone: Cherry 5820, Ext. 440

CLEVELAND 14, OHIO
1100 Chester Avenue
Phone: Cherry 1-7900

DALLAS 2, TEX.
1114 Commerce Street
Phone: Sterling 5611

DENVER 2, COLO.
142 New Custom House
Phone: Keystone 4-4151,
Ext. 598

DETROIT 26, MICH.
438 Federal Bldg.
Phone: Woodward 3-9330

EL PASO, TEX.
Chamber of Commerce Bldg.
Phone: 4-1411, Ext. 236

HOUSTON 2, TEX.
430 Lamar Avenue
Phone: Capitol 7201

JACKSONVILLE 1, FLA.
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KANSAS CITY 6, MO.
Federal Office Bldg.
Phone: Baltimore 7000

LOS ANGELES 15, CALIF.
Rm 450 Western Pacific Bldg.
1031 South Broadway
Phone: Prospect 4711

MEMPHIS 3, TENN.
229 Federal Building
Phone: 8-3426

MIAMI 32, FLA.
316 U. S. Post Office Bldg.
300 NE. First Avenue
Phone: 9-5431

MINNEAPOLIS 1, MINN.
319 Metropolitan Bldg.
2nd Ave. So & 3rd St.
Phone: Main 3244

NEW ORLEANS 12, LA.
333 St. Charles Avenue
Phone: Express 2411, Ext. 6117

NEW YORK 17, N. Y.
4th Floor, 110 E. 45th St.
Phone: Murray Hill 4-5130

PHILADELPHIA 7, PA.
Jefferson Bldg.
1015 Chestnut Street
Phone: Walnut 2-8770

PHOENIX, ARIZ.
137 North Second Avenue
Phone: Alpine 8-5851
Ext. 285 & 286

PITTSBURGH 22, PA.
817 Fulton Bldg., 107 Sixth St.
Phone: Grant 1-5370, Ext. 394

PORTLAND 4, OREG.
217 Old U. S. Courthouse
Phone: Broadway 8471, Ext. 151

RENO, NEV.
1479 Wells Avenue
Phone: 2-7133

RICHMOND 20, VA.
900 North Lombardy St.
The Annex, Room 264
Phone: 6-7051, Ext. 280

ST. LOUIS 1, MO.
910 New Federal Bldg.
Phone: Main 1-8100

SALT LAKE CITY 1, UTAH
Room 105
222 S. W. Temple St.
Phone: 4-2552
Ext. 341 & 342

SAN FRANCISCO 11, CALIF.
419 Customhouse
555 Battery St.
Phone: Yukon 6-3111

SAVANNAH, GA.
235 U. S. Courthouse
& Post Office Bldg.
Phone: 2-4755

SEATTLE 4, WASH.
809 Federal Office Bldg.
909 First Avenue
Phone: Mutual 3300, Ext. 496

PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

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CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

ORDER BLANK

REQUESTS FOR ANNOUNCEMENTS OF 1954 CENSUS OF BUSINESS BULLETINS AND VOLUMES

To receive announcements concerning forthcoming 1954 Census of Business publications, complete this sheet, detach and mail to Bureau of the Census, Washington 25, D. C.

(Check appropriate boxes to show the series for which announcements are desired)

- | | | |
|---|--|--|
| <p style="text-align: center;">Retail Trade</p> <input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Central Business District Bulletins
<input type="checkbox"/> Census Volumes | <p style="text-align: center;">Wholesale Trade</p> <input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Census Volumes

<input type="checkbox"/> Public Merchandise Warehouses
<input type="checkbox"/> 1954 Census of Business—Puerto Rico | <p style="text-align: center;">Selected Service Trades</p> <input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Census Volumes |
|---|--|--|

ORDERS FOR ADDITIONAL COPIES OF PRELIMINARY REPORTS OF 1954 CENSUS OF BUSINESS RESULTS

Three separate *preliminary* series of reports—for retail trade, for wholesale trade, and for selected service trades—are being issued. Each of these three preliminary series consists of a United States report and a report for each State. Orders for copies of preliminary reports should be sent to the Bureau of the Census, Washington 25, D. C. Payment must be included with your order. Make checks or money orders payable to Census, Department of Commerce. Government Printing Office coupons or authorizations to charge the amount to your account with the Superintendent of Documents will also be acceptable. In the last instance, please report your account number. **The cost of each report is 10 cents.**

Please indicate number of copies and the name of each State for which reports are requested:

RETAIL TRADE		WHOLESALE TRADE		SELECTED SERVICE TRADES	
No.	States requested	No.	States requested	No.	States requested
All Retail Trade reports. Price \$4.00		All Wholesale Trade reports. Price \$4.00		All Selected Service reports. Price \$4.00	

Total number of copies ordered: _____
(Number)

Amount of money order or check enclosed \$ _____

Your Name _____

Street Address _____ City _____ Zone _____ State _____

DEPARTMENT OF COMMERCE

BUREAU OF THE CENSUS

WASHINGTON 25, D. C.

OFFICIAL BUSINESS

PENALTY FOR PRIVATE USE TO AVOID
PAYMENT OF POSTAGE, \$300

1954 Census of Business WHOLESALE TRADE

December 1955

Series: FW-1-20

MARYLAND

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

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

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



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

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

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

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

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

EXPLANATION OF TERMS

Establishments

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

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

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

Sales

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

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

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

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

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

Active proprietors of unincorporated businesses

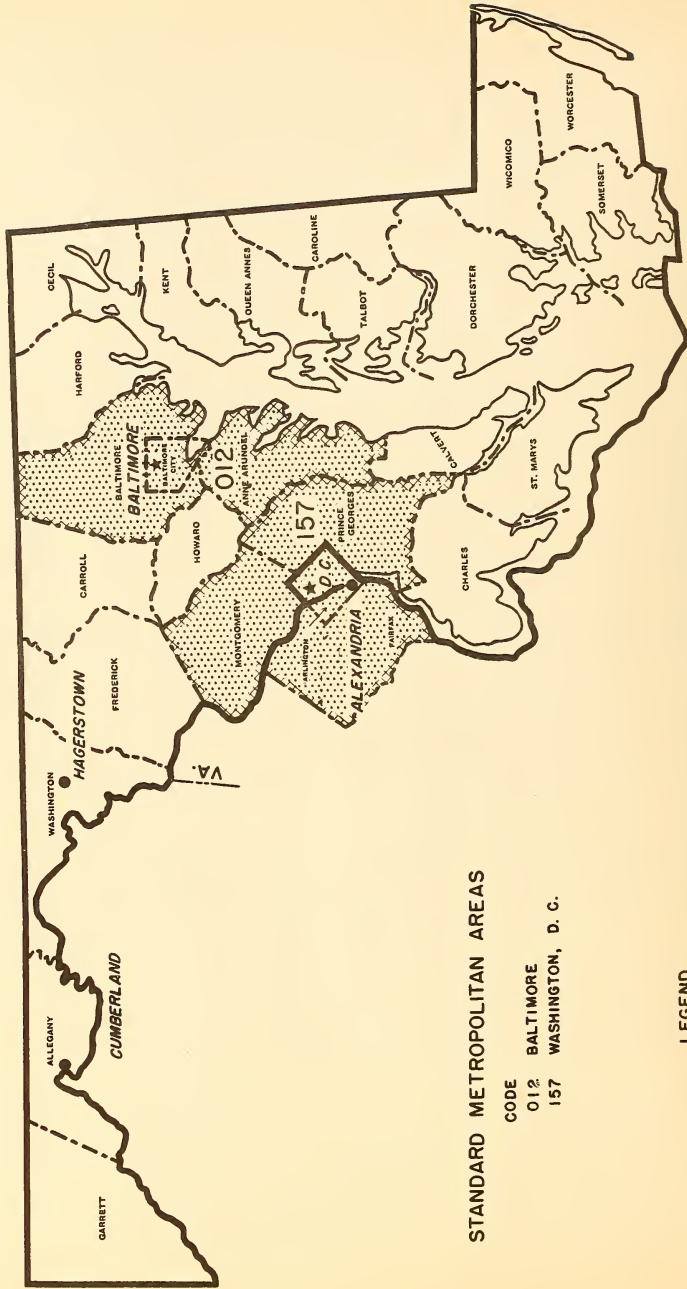
Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Maryland, total.....1954..	3,034	140,943	2,612,117	35,227	1,831	2,207	1,101,963	827	1,473,613
.....1948..	2,761	98,946	1,910,245	33,281	1,750	1,904	922,997	857	1,061,559
Allegany County.....	103	24622	534,092	877	52	76	28,152	24	28,172
Cecil County.....	77	24204	454,781	649	37	60	214,454	17	164,900
Frostburg.....	9	(D)	(D)	(D)	(D)	7	(D)	2	(D)
Remainder of County.....	17	(D)	(D)	(D)	(D)	12	(D)	5	(D)
Anne Arundel County.....	55	31,205	331,709	609	25	48	151,933	7	71,118
Annapolis.....	28	(D)	(D)	(D)	(D)	25	(D)	3	(D)
Remainder of County.....	27	(D)	(D)	(D)	(D)	23	(D)	4	(D)
Baltimore city (not part of Baltimore County).....	1,905	106,571	1,974,438	25,342	1,113	1,408	833,966	497	1,218,453
Baltimore County.....	110	41,235	73,809	946	73	84	45,866	26	23,796
Calvert County.....	6	(D)	(D)	(D)	(D)	3	(D)	3	(D)
Caroline County.....	17	297	6,167	119	13	9	2,393	8	4,275
Carroll County.....	42	801	16,235	259	33	26	5,703	16	6,574
Westminster.....	15	353	7,694	118	10	12	2,678	3	387
Remainder of County.....	27	448	8,541	141	23	14	3,025	13	6,187
Cecil County.....	22	648	13,525	189	18	16	7,078	6	2,321
Elkton.....	13	489	10,506	140	8	10	4,126	3	1,658
Remainder of County.....	9	149	3,031	49	7	6	2,952	3	663
Charles County.....	25	657	7,595	167	16	15	21,037	10	12,728
Dorchester County.....	31	492	9,950	267	38	28	3,929	7	4,349
Georgetown.....	15	(D)	(D)	(D)	(D)	10	(D)	5	(D)
Remainder of County.....	16	(D)	(D)	(D)	(D)	14	(D)	2	(D)
Frederick County.....	69	11,974	33,746	572	53	50	16,119	19	12,568
Frederick.....	52	11,727	28,917	450	46	38	13,670	14	9,658
Remainder of County.....	17	247	4,829	122	7	12	2,449	5	3,910
Garret County.....	18	201	4,054	112	12	13	1,974	5	3,153
Harford County.....	30	11,095	18,230	291	24	15	7,635	15	18,330
Harve de Grace.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Remainder of County.....	26	(D)	(D)	(D)	(D)	13	(D)	13	(D)
Howard County.....	8	(D)	(D)	(D)	(D)	6	(D)	2	(D)
Kent County.....	17	328	5,758	119	10	9	1,026	8	5,411
Montgomery County.....	80	21,688	55,437	736	34	53	15,863	27	15,521
Rockville.....	8	(D)	(D)	(D)	(D)	7	(D)	1	(D)
Takoma Park (part).....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Remainder of County.....	69	(D)	(D)	(D)	(D)	44	(D)	25	(D)
Prince Georges County.....	98	41,818	81,832	1,017	53	74	27,654	24	28,266
College Park.....	6	174	2,635	40	2	3	866	3	2,675
Greenbelt.....	***	***	***	***	***	***	***	***	***
Hyattsville.....	18	317	6,064	76	11	12	2,111	6	2,361
Mt. Rainier.....	3	101	2,138	37	3	3	747	***	***
Riverton.....	(D)	(D)	(D)	(D)	(D)	1	(D)	***	***
Takoma Park (part).....	2	(D)	(D)	(D)	(D)	2	(D)	***	***
Remainder of County.....	68	3,577	70,496	854	35	53	23,524	15	23,230
Queen Annes County.....	25	583	10,015	226	19	16	3,236	9	5,113
St. Marys County.....	10	203	3,260	45	6	6	830	4	2,453
Somerset County.....	41	784	25,500	625	46	36	6,659	5	2,003
Talbot County.....	36	757	13,775	255	21	21	5,175	15	6,093
Washington County.....	139	41,604	96,998	1,205	65	99	40,724	40	31,989
Hagerstown.....	119	44,436	93,997	1,132	53	88	36,931	31	29,711
Remainder of County.....	20	166	3,201	73	12	11	1,773	9	2,275
Wicomico County.....	113	31,199	57,476	1,015	73	78	24,212	35	30,094
Salisbury.....	110	31,021	54,260	956	57	70	22,092	30	25,666
Remainder of County.....	13	178	3,216	59	16	8	2,120	5	4,422
Worcester County.....	34	529	11,876	194	29	19	4,327	15	6,854

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (2) Less than \$500. ... Represents zero.
 *Takoma Park is in Montgomery and Prince Georges counties.

MARYLAND (23 COUNTIES AND 1 INDEPENDENT CITY) AND DISTRICT OF COLUMBIA



STANDARD METROPOLITAN AREAS

CODE
 012 BALTIMORE
 157 WASHINGTON, D. C.

LEGEND

- PLACES OF 25,000 TO 100,000 (1950)
- ★ PLACES OF 100,000 AND OVER (1950)
- ▨ STANDARD METROPOLITAN AREAS

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This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

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1954 Census of Business

WHOLESALE TRADE

February 1956

Series: PW-1-21

MASSACHUSETTS

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

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

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



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Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

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

EXPLANATION OF TERMS

Establishments

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

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

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

1948

Sales

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

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

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

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

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

Active proprietors of unincorporated businesses

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

PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE

Establishments, Sales, Payroll, and Personnel

County and city	Establishments (Number)	Payroll, entire year (\$1,000)	Total		Active proprietors of unincorporated businesses November (Number)	Merchant wholesalers		Other operating types	
			Payroll and paid employees, workweek ended nearest Nov. 15			Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Massachusetts, total.....1954..	7,326	383,953	7,267,772	86,984	3,211	6,037	3,392,272	1,889	4,176,457
1948..	6,948	291,777	5,302,103	82,795	2,688	4,249	2,978,103	1,899	3,222,102
Barnstable County.....	50	11604	30744	383	26	31	9408	19	11795
Berkshires County.....	129	41104	75573	1071	67	102	34132	27	221245
North Adams.....	32	937	15928	298	18	27	10314	5	31667
North Ferris.....	80	21898	54458	692	41	61	21866	19	17112
Remainder of County.....	17	269	5187	81	11	14	1952	3	3166
Bristol County.....	421	14446	266880	4189	216	273	162677	48	63403
Attleboro.....	22	107	107	107	107	107	107	107	107
Walpole.....	151	6495	116919	1679	79	135	66499	18	36425
New Bedford.....	157	4870	88784	1434	84	131	57466	18	15837
Taunton.....	31	1588	32467	455	17	36	20262	7	8987
Remainder of County.....	49	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Dukes County.....	8	110	1476	24	1	5	477	3	1131
Essex County.....	529	17336	327324	4922	277	462	174577	67	99477
Beverly.....	22	101	101	101	101	101	101	101	101
Cloveret.....	36	1434	27997	429	23	29	13229	7	4761
Haverhill.....	65	2282	40974	571	28	55	17952	10	6347
Fall River.....	112	4284	65371	1423	101	101	57358	11	5408
Lynn.....	107	3435	59858	840	64	95	30651	12	7987
Newburyport.....	10	152	2718	40	7	40	1424	3	1385
Feshob.....	10	31	101	101	101	101	101	101	101
Salem.....	64	2424	44742	561	34	58	20673	9	39724
Remainder of County.....	82	1637	31008	468	52	72	18250	10	12192
Franklin County.....	47	1,070	20,117	306	19	33	5556	14	10,853
Hampden County.....	571	281945	562113	71031	247	458	232357	113	157387
Chicopee.....	22	1186	22665	273	11	16	8187	6	8170
Northampton.....	77	3152	68362	607	37	70	32893	7	8312
Springfield.....	394	21190	394325	4906	168	312	169195	62	129345
Westfield.....	16	1370	40672	436	9	13	4466	3	4539
Remainder of County.....	62	2107	39026	609	22	47	17216	15	8961
Hampshire County.....	43	1745	44409	612	28	35	10218	8	5233
Northampton.....	23	613	10981	161	12	19	7487	4	1201
Remainder of County.....	20	1132	33028	451	16	16	2431	4	5332
Middlesex County.....	1140	63077	1201882	14192	399	809	407372	271	758452
Cambridge.....	293	23648	432270	4862	70	213	160632	80	162057
Beverly.....	45	1930	38898	479	15	36	11378	7	32666
Lowell.....	105	4172	48049	751	36	92	27347	13	10560
Halden.....	68	2414	43712	625	27	53	17051	15	22939
Hartborough.....	13	158	3111	42	8	13	14851	3	1045
Medford.....	44	2058	37881	505	16	35	10153	9	11701
Milrose.....	22	1251	11587	131	10	12	31676	10	12487
Newton.....	116	5942	102198	1156	51	63	23191	47	134732
Somerville.....	117	5355	107309	1288	40	107	57350	10	4070
Waltham.....	57	4992	90763	1004	13	35	13442	22	152802
Woburn.....	14	341	9450	131	4	11	2438	3	6276
Remainder of County.....	252	13736	276734	3128	109	197	77566	55	203532
Nantucket County.....	***	***	***	***	***	***	***	***	***
Norfolk County.....	322	12,320	239,429	2,867	141	229	80,303	23	163,258
Quincy.....	86	2613	49368	708	40	64	21782	22	24574
Remainder of County.....	236	9,707	190,061	2,159	101	165	58,521	71	136,685
Plymouth County.....	202	6326	118893	1714	137	172	53204	30	43555
Brookton.....	114	4182	77082	1106	64	102	36443	12	31673
Remainder of County.....	88	2144	41811	608	73	70	16761	18	11662
Suffolk County.....	3,818	206,419	3,863,248	53,844	1,488	2,727	1,862,790	1,091	2,713,661
Boston.....	3,595	198,237	3,700,676	41,492	1,339	2,526	1,801,495	1,049	2,615,086
Chelsea.....	180	5152	109818	1807	131	170	43107	10	29372
Revere.....	25	2198	41239	409	9	16	31075	9	66172
Remainder of County.....	18	1842	11862	136	4	14	4413	3	3423
Worcester County.....	646	26,453	515,427	6,229	265	541	279,601	105	118088
Fitchburg.....	66	21659	37920	608	27	55	46489	11	15122
Gardner.....	23	991	29153	236	9	20	13492	3	529
Leicester.....	26	949	9467	122	7	34	3425	6	5456
Worcester.....	400	18,844	339,088	4,401	156	336	188,640	64	72912
Remainder of County.....	131	3460	79319	862	66	110	26440	21	20846

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

1954 Census of Business

WHOLESALE TRADE

February 1956

Series: PW-1-22

MICHIGAN

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This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

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

PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated business, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Michigan, total.....1954..	9,439	478,003	9,329,042	99,716	6,327	6,172	3,692,625	3,267	6,399,803
Alcona County.....	7,600	297,796	5,777,596	83,138	4,853	4,404	2,360,656	3,116	4,061,597
Alcona County.....	4	(0)	(0)	(0)	(0)	2	(0)	2	(0)
Alger County.....	9	37	804	12	10	4	546	5	810
Allegan County.....	51	1,179	17,871	294	49	17	10,723	34	11,062
Alpena County.....	47	1,157	23,947	340	30	35	9,869	12	6,025
Alpena County.....	42	(D)	(D)	(D)	(D)	32	(D)	10	(D)
Remainder of County.....	5	(0)	(0)	(0)	(0)	3	(0)	2	(0)
Antrim County.....	13	87	1,534	31	13	6	472	7	1,169
Arenas County.....	17	165	3,159	68	18	9	1,361	8	3,471
Baraga County.....	15	76	1,918	34	11	8	682	7	1,185
Barry County.....	29	406	7,983	90	22	15	3,753	14	4,745
Hastings.....	12	250	5,169	46	8	6	2,072	6	3,456
Remainder of County.....	17	152	2,813	44	14	9	1,681	8	1,281
Bay County.....	122	6,233	106,559	1,458	62	70	62,095	31	39,966
Bay City.....	87	5,355	93,142	1,217	83	91	53,917	17	25,112
Remainder of County.....	35	878	15,417	241	19	21	8,178	14	14,818
Benzie County.....	7	29	678	9	3	3	236	4	1,064
Berrien County.....	151	4,082	72,666	962	116	102	34,211	49	27,873
Benton Harbor.....	67	1,839	31,210	464	44	46	16,334	23	10,167
Buchanan.....	2	(0)	(0)	(0)	(0)	1	(0)	1	(0)
Calhoun.....	23	479	9,815	118	17	18	3,913	2	2,456
Calhoun.....	14	(D)	(D)	(D)	(D)	11	(D)	3	(D)
Remainder of County.....	45	950	15,856	221	46	28	9,517	17	5,100
Branch County.....	48	1,035	16,572	306	40	28	10,176	20	18,465
Calumet.....	19	218	15,287	251	24	19	9,433	10	16,010
Remainder of County.....	19	55	3,285	55	16	9	743	10	2,455
Calumet.....	145	4,814	112,261	1,270	87	102	28,823	43	47,139
Calumet.....	13	116	2,027	34	13	8	918	5	3,051
Battle Creek.....	92	3,766	91,499	950	50	71	21,587	21	27,141
Marshall.....	14	361	6,949	93	8	9	3,332	5	3,262
Remainder of County.....	26	575	11,786	193	16	14	2,986	12	13,685
Cass County.....	33	766	13,308	215	27	22	10,210	11	3,242
Cass County.....	13	(0)	(0)	(0)	(0)	11	(0)	2	(0)
Dowagiac.....	20	(0)	(0)	(0)	(0)	11	(0)	9	(0)
Remainder of County.....	10	183	3,346	48	4	4	883	6	2,311
Charlevoix County.....	20	264	5,707	92	17	12	2,204	8	4,242
Cheboygan.....	14	(0)	(0)	(0)	(0)	10	(0)	4	(0)
Remainder of County.....	6	(0)	(0)	(0)	(0)	2	(0)	4	(0)
Chippewa County.....	46	824	16,878	256	31	29	9,457	17	5,252
Sault Ste. Marie.....	34	679	14,168	221	23	24	8,653	10	3,651
Remainder of County.....	12	145	2,710	35	8	5	804	7	1,631
Clare County.....	15	193	3,760	71	11	4	1,057	11	4,251
Clinton County.....	36	1,091	71,492	793	36	14	14,495	22	11,769
Crawford County.....	5	(0)	(0)	(0)	(0)	2	(0)	3	(0)
Delta County.....	62	1,301	23,763	345	42	43	9,531	19	12,256
Benona.....	43	969	18,669	257	32	32	8,121	11	5,827
Remainder of County.....	19	332	5,094	88	10	11	1,410	8	7,449
Dickinson County.....	49	740	15,985	225	49	33	13,417	16	4,229
Iron Mountain.....	35	484	10,629	159	37	23	7,024	12	3,304
Hingford.....	2	(0)	(0)	(0)	(0)	1	(0)	1	(0)
Remainder of County.....	12	(0)	(0)	(0)	(0)	9	(0)	3	(0)
Easton County.....	43	720	16,940	259	38	15	4,109	28	14,365
Charlotte.....	10	310	7,081	114	6	4	1,651	6	8,357
Remainder of County.....	33	410	9,859	145	32	11	2,458	22	6,028
Emet County.....	27	632	14,198	173	20	18	5,373	9	3,920
Pennington.....	22	(0)	(0)	(0)	(0)	17	(0)	5	(0)
Remainder of County.....	5	(0)	(0)	(0)	(0)	1	(0)	4	(0)
Genesee County.....	287	15,694	307,918	3,450	199	192	126,524	95	142,728
Flint.....	239	14,242	275,007	3,083	150	168	118,761	71	74,075
Remainder of County.....	48	1,452	32,911	367	49	24	7,763	24	68,653
Gladin County.....	11	129	2,739	64	9	4	1,511	7	2,251
Gogebic County.....	41	799	15,762	240	22	26	5,928	15	6,263
Ironwood.....	22	538	10,315	158	9	18	4,343	4	3,932
Remainder of County.....	19	265	5,447	82	13	8	1,585	11	2,331
Grand Traverse County.....	15	1,753	41,339	642	44	43	12,849	16	8,771
Traverse City.....	44	1,335	34,544	517	34	34	9,585	10	5,451
Remainder of County.....	15	418	6,895	125	10	9	3,264	6	3,266

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

4 PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE—Continued

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Alcona County.....	56	1,606	33,786	516	35	28	13,253	28	15,188
Alamo.....	16	499	9,545	116	11	12	7,256	11	11,232
Remainder of County.....	40	1,108	24,241	400	24	16	5,397	24	13,912
Hillsdale County.....	42	433	10,860	178	43	25	4,924	17	6,217
Hillsdale.....	16	303	8,200	127	16	9	1,466	7	4,302
Remainder of County.....	26	130	2,660	51	27	16	3,458	10	1,915
Houghton County.....	59	905	19,035	273	41	40	10,637	19	4,615
Hancock.....	18	181	5,184	77	11	14	2,077	4	778
Remainder of County.....	41	724	13,851	196	30	26	8,560	15	3,837
Huron County.....	61	1,093	19,598	295	20	27	15,461	34	12,973
Ingham County.....	287	14,110	267,353	2,344	130	41	147,224	80	78,934
East Lansing.....	4	1,110	1,110	14	4	4	630	**	**
Lansing.....	231	12,550	241,278	2,630	87	174	133,626	57	67,763
Remainder of County.....	52	1,498	25,005	300	39	29	12,968	23	9,171
Ionia County.....	44	497	9,625	165	39	19	4,553	25	8,191
Ionia.....	14	132	2,582	40	15	7	1,840	7	2,282
Remainder of County.....	30	365	7,043	126	24	12	2,713	18	5,909
Iosco County.....	15	151	3,118	41	10	6	4,471	9	1,831
Iron County.....	26	265	5,271	79	17	17	2,871	9	2,024
Isabella County.....	47	784	16,909	234	38	22	9,759	25	7,935
Mount Pleasant.....	29	534	10,245	144	23	14	6,928	15	5,410
Remainder of County.....	18	250	4,564	90	15	8	2,831	10	2,525
Jackson County.....	157	7,573	135,431	1,676	83	103	51,628	54	53,179
Jackson.....	122	6,399	120,531	1,453	57	82	40,445	40	47,709
Remainder of County.....	35	1,174	14,900	223	26	21	11,183	14	5,470
Kalamazoo County.....	227	10,908	203,610	2,219	121	156	64,936	71	78,501
Kalamazoo.....	188	8,605	157,397	1,847	93	137	63,807	51	34,380
Remainder of County.....	39	2,299	46,213	472	28	19	11,129	20	41,121
Kalkaska County.....	4	(D)	(D)	(D)	(D)	1	(D)	3	(D)
Kent County.....	650	31,499	606,384	7,016	362	451	318,408	199	222,999
East Grand Rapids.....	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Grand Rapids.....	570	29,111	557,547	6,317	305	401	296,765	169	201,647
Remainder of County.....	78	(D)	(D)	(D)	(D)	49	(D)	29	(D)
Keweenaw County.....	**	**	**	**	**	**	**	**	**
Lake County.....	1	(D)	(D)	(D)	(D)	**	**	1	(D)
Lapeer County.....	43	626	12,396	176	23	17	5,087	20	7,781
Lapeer.....	22	340	6,927	88	13	12	4,075	16	5,153
Remainder of County.....	21	286	5,469	88	10	5	1,012	16	4,148
Leechman County.....	10	273	5,570	105	6	3	837	7	4,318
Leelanau County.....	89	1,740	33,602	457	60	48	15,556	41	41,307
Adrian.....	44	984	18,694	253	29	31	9,175	13	29,966
Remainder of County.....	45	756	14,908	194	31	17	6,381	28	11,341
Livingston County.....	30	251	5,363	90	32	14	1,438	16	4,387
Luce County.....	10	149	2,969	40	3	6	781	4	1,309
MacKina County.....	16	152	3,106	41	11	11	1,575	5	1,789
Macomb County.....	163	14,611	282,792	3,108	128	126	53,251	37	69,313
Center Line.....	10	(D)	(D)	(D)	(D)	8	(D)	2	(D)
East Detroit.....	19	881	18,720	219	25	19	8,651	**	**
Mount Clemens.....	40	1,380	27,641	292	30	30	13,428	30	7,361
Roseville.....	11	(D)	(D)	(D)	(D)	9	(D)	2	(D)
St. Clair Shores.....	3	33	650	11	1	3	801	**	**
Remainder of County.....	80	(D)	(D)	(D)	(D)	57	(D)	23	(D)
Manistee County.....	25	246	4,851	87	23	14	2,305	11	3,109
Manistee.....	17	(D)	(D)	(D)	(D)	12	(D)	5	(D)
Remainder of County.....	8	(D)	(D)	(D)	(D)	2	(D)	6	(D)
Marquette County.....	65	1,296	26,476	339	47	36	14,955	29	9,497
Edgewood.....	17	408	8,585	122	14	12	7,254	5	1,222
Marquette.....	36	835	16,656	198	23	21	7,365	15	6,797
Neegaunee.....	6	(D)	(D)	(D)	(D)	1	(D)	5	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	2	(D)	4	(D)
Mason County.....	33	419	8,952	131	29	21	4,357	12	4,344
Eastington.....	18	224	4,417	58	16	14	3,765	4	1,294
Remainder of County.....	15	195	4,535	73	13	7	592	8	3,050
Meeker County.....	17	180	3,524	55	16	10	2,172	7	1,625
Big Rapids.....	10	(D)	(D)	(D)	(D)	8	(D)	2	(D)
Remainder of County.....	7	(D)	(D)	(D)	(D)	2	(D)	5	(D)
Menominee County.....	38	667	13,674	191	28	27	8,426	11	2,977
Menominee.....	23	606	12,441	168	13	17	6,970	6	2,028
Remainder of County.....	15	62	1,433	29	15	10	1,456	5	952

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PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES: CITIES OF 5,000 INHABITANTS OR MORE—Continued 5

Establishments, Sales, Payroll, and Personnel

County and city	Total				Merchant wholesalers		Other operating types		
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)	
			Payroll (Dollars)	Employees (Number)					Active proprietors of unincorporated businesses, November (Number)
Midland County.....	22	395	71,197	109	22	11	2,888	11	3,535
Midland.....	17	(D)	(D)	(D)	(D)	9	(D)	8	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	2	(D)	3	(D)
Missaukee County.....	8	65	12,095	20	9	3	654	5	1,411
Monroe County.....	69	1,278	24,815	348	57	42	11,596	27	16,114
Monroe.....	35	916	17,275	220	25	27	9,076	8	4,112
Remainder of County.....	34	362	7,540	128	32	15	2,520	19	11,992
Montcalm County.....	60	873	16,073	289	45	20	6,453	40	8,614
Greenville.....	14	221	3,397	53	7	6	1,253	8	2,127
Remainder of County.....	46	652	12,676	236	38	14	5,200	32	6,487
Montmorency County.....	2	(D)	(D)	(D)	(D)	...	...	2	(D)
Muskegon County.....	135	6,648	126,930	1,434	76	106	54,014	29	26,598
Muskegon.....	84	3,096	96,712	1,074	34	65	36,714	18	15,450
Remainder of County.....	20	(D)	(D)	(D)	(D)	18	(D)	2	(D)
Muskegon Heights.....	31	(D)	(D)	(D)	(D)	22	(D)	9	(D)
Newaygo County.....	15	95	1,861	41	16	6	1,019	9	2,169
Oakland County.....	426	22,708	421,070	4,386	291	286	159,429	140	367,991
Berkeley.....	11	124	2,186	33	7	5	304	6	2,483
Birmingham.....	39	1,302	25,848	215	27	11	14,138	28	29,208
Clawson.....	1	(D)	(D)	(D)	(D)	1	(D)	...	(D)
Ferndale.....	58	3,857	69,682	655	27	41	46,977	17	42,631
Grand Park.....	23	812	17,228	163	15	20	8,427	8	267
Harsh Park.....	22	1,945	25,733	243	20	17	6,201	5	4,601
One Park.....	90	9,761	174,800	1,934	55	68	39,133	22	228,358
Pontiac.....	46	2,514	49,358	456	38	48	22,951	18	23,436
Remainder of County.....	116	(D)	(D)	(D)	(D)	75	(D)	41	(D)
Ocean County.....	11	102	1,616	29	12	7	411	4	1,127
Ogemaw County.....	14	185	3,672	62	12	4	1,955	10	2,599
Ortoman County.....	10	42	(Z)	15	8	4	443	6	1,096
Oscoda County.....	21	274	5,121	82	15	10	2,401	11	3,375
Oscoda City.....	1	(D)	(D)	(D)	(D)	...	...	1	(D)
Oshtemo County.....	11	125	2,178	32	7	4	948	7	3,091
Otsego County.....	115	2,747	54,246	740	94	82	36,404	33	25,623
Grand Haven.....	12	204	3,380	44	10	9	1,596	3	5,441
Holland.....	35	999	19,111	245	22	20	10,429	5	2,426
Remainder of County.....	68	1,544	31,755	452	62	43	24,143	25	17,426
Presque Isle County.....	18	146	3,144	64	15	4	684	14	2,271
Roscommon County.....	13	68	1,732	26	9	10	1,032	3	677
Saginaw County.....	266	12,751	250,179	2,886	167	172	113,435	94	75,042
Saginaw.....	215	11,749	229,184	2,628	131	146	95,182	69	64,181
Remainder of County.....	51	1,002	20,995	258	36	26	18,253	25	10,861
St. Clair County.....	106	4,635	89,837	1,169	85	70	21,275	36	26,158
Port Huron.....	62	1,745	32,413	407	53	46	14,443	16	10,942
Remainder of County.....	44	3,090	57,424	762	32	24	5,832	20	17,213
St. Joseph County.....	60	10,177	24,144	381	42	36	15,453	24	11,123
Sturgis.....	20	737	15,448	246	15	16	7,423	4	5,169
Three Rivers.....	14	225	4,415	57	10	9	4,450	4	11,576
Remainder of County.....	26	215	4,281	78	18	10	3,580	16	4,384
Sanilac County.....	56	401	11,457	234	34	16	4,168	40	10,848
Schoolcraft County.....	15	159	3,751	57	12	10	1,841	5	1,920
Marquette.....	12	(D)	(D)	(D)	(D)	9	(D)	3	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Shiawassee County.....	66	1,327	28,682	372	63	36	16,960	30	20,479
Ocoso.....	36	809	16,474	232	31	24	14,354	12	14,928
Remainder of County.....	30	518	12,208	140	32	12	2,608	18	5,551
Tuscola County.....	68	837	16,584	236	43	22	6,480	46	12,538
Van Buren County.....	51	941	16,855	207	50	29	6,298	29	9,403
South Haven.....	15	404	7,489	97	17	11	4,467	4	694
Remainder of County.....	36	537	9,096	106	33	11	1,831	25	8,709
Washtenaw County.....	114	3,440	68,185	794	49	82	31,193	32	23,281
Ann Arbor.....	64	2,006	36,909	462	35	54	24,062	10	6,056
Ypsilanti.....	17	668	15,943	142	14	8	2,688	5	8,026
Remainder of County.....	33	766	15,333	190	20	16	4,443	17	9,659
Wayne County.....	4,022	6,280,328	5,472,002	53,179	2,656	2,760	2,015,909	1,261	4,703,479
Allen Park.....	6	...	10,429	93	3	3	545	...	...
Dearborn.....	120	9,237	185,540	1,715	84	90	69,853	30	66,620
Detroit.....	3,548	24,767,676	4,853,642	46,633	2,341	2,399	1,819,004	1,149	4,358,559
Eastland.....	6	...	1,096	33	3	3	106	...	...
Garden City.....	4	54	1,254	15	3	4	489	...	...
Grosse Pointe.....	13	707	16,864	151	3	9	5,294	4	3,525
Grosse Pointe Farms.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)

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6 PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE—Continued

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Wayne County—Con.									
Grosse Pointe Park.....	11	194	3,349	30	7	5	1,064	6	4,309
Grosse Pointe Woods.....	11	98	2,053	24	8	5	780	6	5,153
Hautman.....	28	(D)	(D)	(D)	(D)	25	(D)	3	(D)
Highland Park.....	54	4,126	71,127	787	37	45	46,280	9	6,126
Inkster.....	8	(D)	(D)	(D)	(D)	7	(D)	1	(D)
Lincoln Park.....	17	(D)	(D)	(D)	(D)	16	(D)	1	(D)
Livonia.....	18	(D)	(D)	(D)	(D)	17	(D)	1	(D)
Merivale.....	6	201	4,577	55	3	6	2,433	3	1,580
Midvale.....	11	261	4,604	54	7	8	3,218	***	***
Plymouth.....	13	2,427	36,851	479	7	8	4,873	5	104,026
River Rouge.....	7	351	7,941	54	3	4	2,345	3	807
Trenon.....	29	1,322	25,011	255	22	22	10,595	7	6,441
Wayne.....	38	2,055	43,220	432	23	30	19,991	8	26,059
Wyandotte.....	72	7,436	158,117	1,523	51	48	21,046	24	68,435
Remainder of County.....									
Wexford County.....	46	949	20,018	239	29	29	8,582	17	4,176
Cadillac.....	33	774	16,620	183	22	21	7,224	12	3,630
Remainder of County.....	13	175	3,398	56	7	8	1,358	5	746

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PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

1954 Census of Business WHOLESALE TRADE

February 1956

Series: PW-1-23

MINNESOTA

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

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

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



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

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

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

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

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

EXPLANATION OF TERMS

Establishments

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

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

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

Sales

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

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

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

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

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

Active proprietors of unincorporated businesses

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

Establishments, Sales, Payroll, and Personnel

County and city	Total				Merchant wholesalers		Other operating types		
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)	
			Payroll (Dollars)	Employees (Number)					
Minnesota, total.....1954..	6,090	239,760	4,733,233	57,100	3,500	2,828	2,240,248	3,262	3,189,882
.....1948..	5,392	162,650	3,154,364	52,082	2,895	2,143	1,980,830	3,249	2,866,936
Aitkin County.....	16	86	4,616	14	4	4	864	12	1,845
Anoka County.....	22	346	5,486	77	14	9	2,191	13	3,515
Appleton.....	11	133	2,348	39	8	3	1,524	8	2,150
Columbia Heights.....	5	(D)	(D)	(D)	(D)	2	(D)	(D)	3
Remainder of County.....	6	(D)	(D)	(D)	(D)	4	(D)	2	(D)
Becker County.....	34	318	8,754	107	23	12	4,225	22	3,359
Detroit Lakes.....	18	(D)	(D)	(D)	(D)	11	(D)	7	(D)
Remainder of County.....	16	(D)	(D)	(D)	(D)	1	(D)	15	(D)
Beltrami County.....	47	786	25,683	340	39	30	7,552	17	3,335
Brainerd.....	41	(D)	(D)	(D)	(D)	28	(D)	13	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	2	(D)	4	(D)
Benton County.....	26	569	11,662	172	12	8	1,128	18	9,072
St. Cloud (part).....	11	(D)	(D)	(D)	(D)	6	(D)	5	(D)
Remainder of County.....	15	(D)	(D)	(D)	(D)	2	(D)	13	(D)
Big Stone County.....	35	(D)	(D)	(D)	(D)	2	(D)	33	(D)
Blue Earth County.....	126	2,637	52,298	775	70	56	26,748	70	22,471
Mankato.....	83	2,439	46,996	686	40	52	24,992	31	9,506
Remainder of County.....	43	254	5,302	89	30	4	1,756	39	12,965
Brown County.....	60	923	19,462	310	38	17	6,802	43	18,624
New Ulm.....	40	350	7,659	190	9	9	3,816	11	5,393
Remainder of County.....	40	393	7,193	120	28	8	3,386	32	13,231
Carlton County.....	25	233	5,155	74	22	7	1,914	18	3,507
Cloquet.....	10	125	2,772	40	8	4	1,064	6	1,806
Remainder of County.....	15	108	2,383	34	14	3	350	12	1,701
Carver County.....	22	169	3,336	54	18	6	691	16	3,110
Cass County.....	21	189	3,822	45	15	12	2,122	9	1,015
Chippewa County.....	49	398	16,683	256	35	18	9,618	31	20,990
Monticello.....	19	791	17,688	110	11	9	2,155	10	6,432
Remainder of County.....	30	407	9,215	146	24	9	7,063	21	14,558
Chicago County.....	19	87	1,723	34	18	5	555	14	2,004
Clay County.....	76	1,594	29,041	490	26	28	11,419	48	13,194
Moorhead.....	40	(D)	(D)	(D)	(D)	26	(D)	14	(D)
Remainder of County.....	36	(D)	(D)	(D)	(D)	2	(D)	34	(D)
Clearwater County.....	8	(D)	(D)	(D)	(D)	1	(D)	7	(D)
Cook County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Cottonwood County.....	46	325	7,274	130	36	9	3,540	37	13,293
Crow Wing County.....	51	629	12,438	172	41	31	7,312	20	3,845
Brainerd.....	37	570	11,332	146	30	23	6,387	14	2,676
Remainder of County.....	14	59	1,106	26	11	8	925	11	1,175
DeKalb County.....	403	5,053	97,510	1,101	67	37	68,133	66	405,958
Hastings (part).....	7	(D)	(D)	(D)	(D)	2	(D)	5	(D)
South St. Paul.....	73	4,507	86,649	956	47	26	65,873	47	397,837
West St. Paul.....	10	(D)	(D)	(D)	(D)	1	(D)	11	(D)
Remainder of County.....	22	503	9,811	126	15	8	1,739	14	7,511
Dodge County.....	30	257	5,162	86	23	10	3,456	20	10,993
Douglas County.....	50	586	11,283	184	39	16	3,925	34	7,492
Alexandria.....	29	479	9,006	136	24	13	5,005	16	5,051
Remainder of County.....	21	107	2,277	48	15	3	92	18	2,441
Faribault County.....	56	462	9,419	176	39	11	3,851	45	21,355
Fillmore County.....	57	619	12,511	184	31	11	4,378	46	25,068
Freshwater County.....	60	1,068	21,507	320	38	27	20,345	33	8,264
Albert Lea.....	30	368	8,000	124	22	17	6,868	8	2,454
Remainder of County.....	30	430	8,152	143	18	5	3,157	25	6,000
Goodhue County.....	64	618	12,904	209	44	20	4,556	44	10,427
Red Wing.....	24	254	5,205	78	19	14	2,938	10	2,891
Remainder of County.....	40	364	7,699	131	25	6	1,618	34	7,536
Grant County.....	29	(D)	(D)	(D)	(D)	1	(D)	28	(D)
Hennepin County.....	1,728	125,625	2,504,313	27,095	771	1,129	1,207,340	599	1,633,228
Crystal.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Edina.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Golden Valley.....	5	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Hopkins.....	15	(D)	(D)	(D)	(D)	5	(D)	10	(D)
Minneapolis.....	1,599	119,093	2,375,833	25,610	704	1,066	1,125,735	532	1,555,388
Richfield.....	7	(D)	(D)	(D)	(D)	5	(D)	2	(D)
Robbinsdale.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
St. Louis Park.....	42	1,682	30,079	334	24	20	8,736	22	40,114
Remainder of County.....	49	1,161	20,571	254	29	23	11,192	22	8,146
Houston County.....	28	191	4,587	89	24	6	1,357	22	9,140

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

*St. Cloud is in Benton, Sherburne and Stearns counties. *Hastings is in Dakota and Washington counties.

4 PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE—Continued

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November	Establishments	Sales	Establishments	Sales
			Payroll (Dollars)	Employees (Number)					
(Number)	(\$1,000)	(Dollars)	(Number)	(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)	
Hubbard County.....	18	103	1 802	37	19	7	541	11	1 767
Isanti County.....	13	94	1 536	30	13	5	452	8	2 172
Itasca County.....	54	414	9 328	185	36	28	5 824	26	5 177
Grand Rapids.....	30	258	5 312	70	21	18	4 605	12	1 762
Remainder of County.....	24	156	4 016	75	15	10	1 219	14	3 409
Jackson County.....	37	395	7 890	155	26	7	2 895	30	11 537
Kanabec County.....	7	58	1 215	15	2	3	306	4	552
Kandiyohi County.....	69	888	16 930	281	41	21	5 021	48	10 687
Willmar.....	35	659	12 104	194	16	18	4 710	17	4 077
Remainder of County.....	34	229	4 786	87	25	3	311	31	6 610
Kitson County.....	24	(D)	(D)	(D)	(D)	2	(D)	22	(D)
Koochiching County.....	25	142	3 429	60	21	12	940	13	2 032
International Falls.....	15	105	2 461	35	11	9	658	6	1 608
Remainder of County.....	10	37	968	25	10	3	282	7	624
Lac qui Parle County.....	27	(D)	(D)	(D)	(D)	3	(D)	24	(D)
Lake County.....	11	53	1 397	21	6	6	515	5	1 375
Lake of the Woods County.....	7	(D)	(D)	(D)	(D)	1	(D)	6	(D)
Le Sueur County.....	38	987	29 649	466	28	10	6 239	28	8 661
Lincoln County.....	16	93	1 975	31	9	***	***	16	2 889
Lyon County.....	59	1 360	20 012	348	37	19	7 822	40	18 322
Marshall.....	27	1 126	15 530	253	22	13	6 252	14	7 165
Remainder of County.....	32	234	4 482	95	15	6	1 570	26	11 157
McLeod County.....	52	354	8 221	163	50	15	3 115	37	6 571
Mahnomen County.....	10	(D)	(D)	(D)	(D)	1	(D)	9	(D)
Marshall County.....	48	282	5 393	93	34	4	476	44	9 082
Martin County.....	68	655	13 708	242	50	14	2 412	54	24 517
Fairmont.....	29	(D)	(D)	(D)	(D)	12	(D)	17	(D)
Remainder of County.....	39	(D)	(D)	(D)	(D)	2	(D)	37	(D)
Meeker County.....	28	(D)	(D)	(D)	(D)	4	(D)	24	(D)
Millie Las County.....	24	182	4 034	93	21	8	1 059	16	2 527
Morrison County.....	36	196	3 812	64	30	13	3 607	23	2 791
Little Falls.....	20	125	2 434	36	13	8	2 684	12	1 739
Remainder of County.....	16	71	1 378	28	17	5	923	11	1 052
Mower County.....	59	1 129	24 610	358	48	24	12 894	35	10 609
Austin.....	29	616	12 740	151	21	17	5 494	12	3 245
Remainder of County.....	30	623	11 870	207	27	7	7 400	23	7 304
Murray County.....	33	206	4 025	69	22	4	1 649	29	7 595
Nicollet County.....	28	420	10 050	151	12	10	3 317	18	3 727
St. Peter.....	13	182	4 599	74	8	3	1 261	10	1 685
Remainder of County.....	15	238	5 451	77	4	7	1 756	8	2 062
Nobles County.....	54	591	11 587	214	37	14	5 464	40	10 346
Worthington.....	22	400	7 790	152	14	9	4 366	13	5 409
Remainder of County.....	32	191	3 797	62	23	5	1 098	27	5 087
Norman County.....	35	(D)	(D)	(D)	(D)	2	(D)	33	(D)
Olustad County.....	74	1 487	28 645	332	40	41	11 885	33	10 135
Rochester.....	56	1 289	24 353	320	29	36	10 407	20	4 794
Remainder of County.....	18	198	4 252	62	11	5	1 078	13	5 341
Otter Tail County.....	77	1 209	24 745	453	59	24	6 340	53	14 759
Fergus Falls.....	34	578	11 728	205	29	18	3 215	16	5 502
Remainder of County.....	43	631	13 017	248	30	6	3 125	37	9 257
Pennington County.....	33	923	23 565	312	22	18	13 394	15	5 453
Chief River Falls.....	29	887	22 798	298	20	18	13 394	11	4 605
Remainder of County.....	4	36	767	14	2	***	***	4	808
Pine County.....	18	142	2 951	62	12	4	359	14	2 486
Pipestone County.....	40	642	11 891	229	28	9	3 179	31	10 982
Pipestone.....	25	(D)	(D)	(D)	(D)	9	(D)	14	(D)
Remainder of County.....	15	(D)	(D)	(D)	(D)	***	(D)	15	(D)
Polk County.....	19	1 378	24 020	425	51	27	6 203	72	19 725
Crookston.....	24	600	7 554	134	14	12	2 999	12	4 690
East Grand Forks.....	13	243	5 491	66	8	5	1 275	8	6 273
Remainder of County.....	62	535	10 975	225	29	10	1 929	52	8 763
Pope County.....	25	(D)	(D)	(D)	(D)	1	(D)	24	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (2) Less than \$500. ... Represents zero.

PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES, CITIES OF 5,000 INHABITANTS OR MORE—Continued 5

Establishments, Sales, Payroll, and Personnel

County and city	Total				Merchant wholesalers		Other operating types		
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Ransom County.....	634	47,338	869,000	9,949	279	433	401,262	201	358,861
Roseville.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
St. Paul.....	616	45,385	822,673	9,512	280	425	394,936	191	346,723
Remainder of County.....	17	(D)	(D)	(D)	(D)	8	(D)	9	(D)
Red Lake County.....	17	(D)	(D)	(D)	(D)	1	(D)	16	(D)
Redwood County.....	69	446	91574	168	47	11	3,568	58	15,717
Renville County.....	59	556	111,856	193	34	5	110,666	54	18,571
Rice County.....	49	569	124,601	174	29	17	3,775	32	9,246
Parisville.....	27	395	81,904	115	15	10	2,885	17	5,790
Northfield.....	12	111	24,466	36	8	7	890	5	1,485
Remainder of County.....	10	63	11,231	23	6	***	***	10	1,971
Rock County.....	22	184	3,328	81	19	6	1,377	16	5,156
Roseau County.....	28	249	5,631	80	17	3	539	25	6,282
St. Louis County.....	371	18,555	358,489	4,364	173	244	213,362	127	115,397
Chisholm.....	8	168	24,928	54	4	5	1,849	3	777
Dakota.....	241	15,119	294,858	3,628	85	168	187,934	73	89,423
Ely.....	6	22	(2)	8	8	3	572	3	646
Eveland.....	6	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Hibbing.....	46	11,173	184,761	225	30	32	13,987	14	6,012
Virginia.....	33	750	154,849	172	22	23	5,265	10	44,237
Remainder of County.....	31	(D)	(D)	(D)	(D)	9	(D)	22	(D)
Scott County.....	33	486	131,449	199	29	16	18,599	17	24,674
Sherburne County.....	9	(D)	(D)	(D)	(D)	1	(D)	8	(D)
St. Cloud (part).....	***	***	***	***	***	***	***	***	***
Remainder of County.....	9	(D)	(D)	(D)	(D)	1	(D)	8	(D)
Sibley County.....	31	268	5,331	91	26	8	1,372	23	7,600
Stearns County.....	99	116,891	434,699	626	76	45	20,330	54	94,925
St. Cloud (part).....	41	996	23,563	280	36	29	11,179	12	3,363
Remainder of County.....	58	693	20,136	346	40	16	9,151	42	6,562
Steele County.....	46	650	14,068	238	36	18	6,319	28	15,226
Ostota.....	27	900	81,611	124	12	14	44,181	13	94,923
Remainder of County.....	19	250	5,457	114	24	4	2,134	15	5,303
Stevens County.....	38	558	7,567	128	33	13	6,721	25	7,616
Swift County.....	44	398	8,285	166	27	9	4,336	35	6,328
Todd County.....	23	(D)	(D)	(D)	(D)	2	(D)	21	(D)
Traverse County.....	21	(D)	(D)	(D)	(D)	2	(D)	19	(D)
Wabasha County.....	29	196	3,682	72	13	6	328	23	3,626
Wadena County.....	30	847	15,000	285	18	11	5,074	19	8,617
Waseca County.....	32	452	11,159	180	21	6	2,703	26	7,368
Washington County.....	34	690	13,609	219	25	17	7,477	17	6,652
Hastings (part).....	***	***	***	***	***	***	***	***	***
Stillwater.....	16	280	5,208	92	9	11	5,115	5	11,150
Remainder of County.....	18	410	8,401	127	16	6	2,362	12	5,502
Watson County.....	42	327	6,142	94	25	5	1,341	37	11,886
Wilkin County.....	29	286	5,971	96	19	7	3,646	22	5,621
Winona County.....	70	2,600	49,532	782	50	35	8,297	35	25,928
Winona.....	49	2,136	44,304	683	38	30	7,163	19	20,893
Remainder of County.....	21	264	5,228	99	12	5	1,134	16	5,035
Wright County.....	59	545	13,046	207	53	14	5,188	45	7,223
Yellow Medicine County.....	34	325	6,918	118	23	7	2,491	27	8,776

Standard Note: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (2) Less than \$500. ... Represents zero.
 St. Cloud is in Benton, Sherburne and Stearns counties. *Hastings is in Dakota and Washington counties.

MINNESOTA (87 COUNTIES)



LEGEND

- PLACES OF 25,000 TO 100,000 (1950)
- ★ PLACES OF 100,000 AND OVER (1950)
- ▨ STANDARD METROPOLITAN AREAS

STANDARD METROPOLITAN AREAS

CODE
 042 DULUTH, MINN.-SUPERIOR, WIS.
 091 MINNEAPOLIS-ST. PAUL

PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes. Announcements concerning the bulletin series and the volumes may be obtained by filling out the form on the next page.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

ORDER BLANK

REQUESTS FOR ANNOUNCEMENTS OF 1954 CENSUS OF BUSINESS BULLETINS AND VOLUMES

To receive announcements concerning forthcoming 1954 Census of Business publications, complete this sheet, detach and mail to **Bureau of the Census, Washington 25, D. C.**

(Check appropriate boxes to show the series for which announcements are desired)

- | | | |
|---|--|--|
| <p>Retail Trade</p> <input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Central Business District Bulletins
<input type="checkbox"/> Census Volumes | <p>Wholesale Trade</p> <input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Census Volumes

<input type="checkbox"/> Public Merchandise Warehouses
<input type="checkbox"/> 1954 Census of Business—Puerto Rico | <p>Selected Service Trades</p> <input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Census Volumes |
|---|--|--|

ORDERS FOR ADDITIONAL COPIES OF PRELIMINARY REPORTS OF 1954 CENSUS OF BUSINESS RESULTS

Three separate *preliminary* series of reports—for retail trade, for wholesale trade, and for selected service trades—are being issued. Each of these three preliminary series consists of a United States report and a report for each State. Orders for copies of preliminary reports should be sent to the Bureau of the Census, Washington 25, D. C. Payment must be included with your order. Make checks or money orders payable to Census, Department of Commerce. Government Printing Office coupons or authorizations to charge the amount to your account with the Superintendent of Documents will also be acceptable. In the last instance, please report your account number. **The cost of each report is 10 cents.**

Please indicate number of copies and the name of each State for which reports are requested:

RETAIL TRADE		WHOLESALE TRADE		SELECTED SERVICE TRADES	
No.	States requested	No.	States requested	No.	States requested
All Retail Trade reports. Price \$4.00		All Wholesale Trade reports. Price \$4.00		All Selected Service reports. Price \$4.00	

Total number of copies ordered: _____
(Number)

Amount of money order or check enclosed \$ _____

Your Name _____

Street Address _____ City _____ Zone _____ State _____

1954 Census of Business WHOLESALE TRADE

January 1956

Series: PW-1-24

MISSISSIPPI

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

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

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



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

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

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

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

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

EXPLANATION OF TERMS

Establishments

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

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

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

Sales

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

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

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

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

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

Active proprietors of unincorporated businesses

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

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments	Sales (\$1,000)	Establishments	Sales (\$1,000)
			(Number)	(Dollars)						Employees (Number)
Mississippi, total.....1954-1965..	1,865 1,608	46,319 31,287	883,317 610,898	15,246 13,222	1,315 1,177	1,094 873	54,3,850 416,350	769 735	640,001 507,740
Adams County.....	49	1,629	36,521	731	34	33	19,449	16	10,450
Natchez.....	(D)	(D)	(D)	(D)	(D)	29	(D)	15	(D)
Remainder of County.....	5	(D)	(D)	(D)	4	(D)	(D)	1	(D)
Alcorn County.....	30	314	5,846	138	37	19	6,458	11	5,004
Corryton.....	(D)	(D)	(D)	(D)	(D)	16	(D)	10	(D)
Remainder of County.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Amite County.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)
Attala County.....	17	123	2,152	59	13	7	1,927	10	2,113
Kosciusko.....	(D)	(D)	(D)	(D)	(D)	7	(D)	9	(D)
Remainder of County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Benton County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Bolivar County.....	45	1,640	27,794	878	24	21	12,479	24	10,730
Cleveland.....	21	339	6,837	119	8	11	4,564	10	7,071
Remainder of County.....	24	1,301	20,957	759	16	10	7,915	14	3,659
Calhoun County.....	4	7	(Z)	4	4	***	***	4	849
Carroll County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Chickasaw County.....	11	53	1,085	78	9	3	835	8	2,147
Choctaw County.....	6	(D)	(D)	(D)	(D)	2	(D)	4	(D)
Claiborne County.....	9	98	2,270	85	4	4	1,038	5	1,339
Clarke County.....	6	103	2,101	53	5	3	1,565	3	642
Clay County.....	15	155	3,155	77	9	6	1,116	9	3,441
West Point.....	(D)	(D)	(D)	(D)	(D)	6	(D)	8	(D)
Remainder of County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Coaches County.....	62	872	17,524	324	49	26	10,976	36	43,348
Clarksdale.....	48	623	12,533	241	42	22	8,418	26	40,144
Remainder of County.....	14	249	4,991	83	7	4	2,558	10	3,204
Copiah County.....	30	329	4,731	140	21	13	4,551	17	9,468
Covington County.....	7	(D)	(D)	(D)	(D)	2	(D)	5	(D)
De Soto County.....	10	(D)	(D)	(D)	(D)	2	(D)	8	(D)
Forrest County.....	76	2,141	40,799	742	63	61	24,751	15	9,768
Hattiesburg.....	68	1,992	37,961	665	47	56	23,847	12	7,578
Remainder of County.....	8	149	2,838	77	16	5	904	3	2,170
Franklin County.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)
George County.....	9	56	1,077	25	5	3	605	6	2,068
Greene County.....	4	(D)	(D)	(D)	(D)	1	(D)	3	(D)
Grenada County.....	22	496	9,767	171	18	12	5,581	10	3,519
Crenshaw.....	(D)	(D)	(D)	(D)	(D)	11	(D)	9	(D)
Remainder of County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Hancock County.....	9	138	2,456	55	8	6	2,259	3	881
Harrison County.....	96	2,730	53,740	961	72	81	35,947	15	9,183
Biloxi.....	34	(D)	(D)	(D)	(D)	33	(D)	11	(D)
Cullport.....	(D)	(D)	(D)	(D)	(D)	39	(D)	13	(D)
Remainder of County.....	10	(D)	(D)	(D)	(D)	9	(D)	1	(D)
Hinds County.....	310	13,985	260,607	3,642	134	215	127,841	95	97,412
Jackson.....	287	13,129	244,081	3,422	126	202	121,694	85	93,224
Remainder of County.....	23	856	16,526	220	8	13	6,147	10	4,188
Holmes County.....	17	(D)	(D)	(D)	(D)	6	(D)	11	(D)
Humphreys County.....	14	238	3,680	67	12	5	2,444	9	2,933
Issaquena County.....	***	***	***	***	***	***	***	***	***
Itawamba County.....	***	***	***	***	***	***	***	***	***
Jackson County.....	29	369	7,169	152	42	23	4,796	6	2,244
Pascagoula.....	17	236	4,554	80	12	14	3,339	3	1,706
Remainder of County.....	12	139	2,615	72	2	9	1,455	3	538
Jasper County.....	6	(D)	(D)	(D)	(D)	2	(D)	4	(D)
Jefferson County.....	1	(D)	(D)	(D)	(D)	***	(D)	1	(D)
Jefferson Davis County.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)
Jones County.....	48	1,068	21,662	353	37	36	22,281	12	5,714
Laurel.....	45	(D)	(D)	(D)	(D)	34	(D)	11	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Kemper County.....	***	***	***	***	***	***	***	***	***

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Lafayette County.....	12	200	4,841	84	7	9	2,389	3	1,351
Lamar County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Lauderdale County.....	104	2,985	56,534	938	67	67	33,852	37	43,169
Meridian.....	98	(D)	(D)	(D)	(D)	65	(D)	33	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	2	(D)	4	(D)
Lawrence County.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Leake County.....	7	22	(Z)	25	7	3	187	4	1,235
Lee County.....	51	1,941	34,685	532	38	33	21,676	18	10,581
Tupelo.....	46	(D)	(D)	(D)	(D)	30	(D)	16	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)
Leflore County.....	76	2,392	48,320	725	44	41	30,944	35	126,485
Greenwood.....	70	(D)	(D)	(D)	(D)	39	(D)	31	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	2	(D)	4	(D)
Lincoln County.....	32	575	11,069	212	19	22	8,338	10	4,713
Brookhaven.....	25	(D)	(D)	(D)	(D)	18	(D)	7	(D)
Remainder of County.....	7	(D)	(D)	(D)	(D)	4	(D)	3	(D)
Lowndes County.....	42	836	16,687	280	26	29	11,130	13	7,332
Columbus.....	40	(D)	(D)	(D)	(D)	28	(D)	12	(D)
Remainder of County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Madison County.....	17	165	2,157	73	15	9	2,170	8	5,588
Canon.....	14	(D)	(D)	(D)	(D)	7	(D)	7	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Martin County.....	19	307	6,091	98	17	15	4,777	4	1,579
Columbia.....	19	307	6,091	98	17	15	4,777	4	1,579
Remainder of County.....	***	***	***	***	***	***	***	***	***
Marshall County.....	12	86	1,566	31	8	3	608	9	1,828
Monroe County.....	23	628	9,274	178	25	12	10,030	11	2,609
Abernethy.....	10	34	1,075	33	7	5	2,018	7	1,139
Remainder of County.....	13	574	8,199	145	18	9	9,752	4	1,360
Montgomery County.....	12	224	1,884	71	13	8	2,275	4	5,028
Neshoba County.....	16	206	3,757	71	15	9	3,407	7	3,273
Newton County.....	14	185	3,805	63	11	8	2,930	6	1,953
Norborne County.....	13	182	3,828	97	13	6	1,961	7	3,964
Oktibbeha County.....	11	79	1,731	56	11	3	866	8	2,138
Starkville.....	10	(D)	(D)	(D)	(D)	5	(D)	7	(D)
Remainder of County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Panola County.....	11	324	6,487	64	9	5	1,086	6	1,369
Pearl River.....	15	119	2,739	41	16	8	1,255	7	2,308
Pike County.....	7	89	2,239	32	10	5	622	4	1,711
Flintstone.....	8	30	513	9	6	5	633	3	597
Remainder of County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Perry County.....	39	591	13,083	223	30	28	6,979	11	5,035
Pike County.....	28	(D)	(D)	(D)	(D)	19	(D)	9	(D)
McComb.....	11	(D)	(D)	(D)	(D)	9	(D)	2	(D)
Remainder of County.....	9	102	1,783	41	9	4	1,335	5	2,270
Pontotoc County.....	9	102	1,783	41	9	4	1,335	5	2,270
Prentiss County.....	5	16	(Z)	17	6	***	***	5	1,574
Quitman County.....	14	149	4,324	58	6	5	2,603	9	8,478
Rankin County.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)
Scott County.....	14	177	3,619	67	10	8	4,047	6	3,013
Sharkey County.....	8	(D)	(D)	(D)	(D)	1	(D)	7	(D)
Simpson County.....	17	118	2,437	63	17	7	1,777	10	2,603
Smith County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Stone County.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)
Sunflower County.....	31	624	12,706	214	18	11	7,408	20	22,278
Tallahatchie County.....	11	(D)	(D)	(D)	(D)	3	(D)	8	(D)
Tate County.....	7	(D)	(D)	(D)	(D)	2	(D)	5	(D)
Tippah County.....	11	113	2,167	77	7	5	1,185	6	1,538
Tishomingo County.....	5	(D)	(D)	(D)	(D)	2	(D)	3	(D)
Tunica County.....	6	(D)	(D)	(D)	(D)	2	(D)	4	(D)
Union County.....	17	220	3,918	96	27	8	2,991	9	2,944

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated business, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Walthall County.....	8	48	1,113	37	8	3	972	5	1,037
Warren County.....	34	801	15,030	273	27	23	15,910	11	8,109
Webb County.....	31	(D)	(D)	(D)	(D)	22	(D)	9	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Washington County.....	93	2,750	52,079	842	53	54	25,232	39	80,836
Greenville.....	66	2,204	41,595	643	39	41	18,279	25	64,522
Remainder of County.....	27	546	10,484	199	14	13	6,953	14	16,314
Wayne County.....	8	38	722	13	5	4	794	4	821
Weber County.....	3	33	(Z)	6	***	***	***	3	572
Wilkinson County.....	7	(D)	(D)	(D)	(D)	4	(D)	3	(D)
Winston County.....	15	128	2,697	52	10	7	1,619	8	1,908
Louisville.....	12	(D)	(D)	(D)	(D)	5	(D)	7	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Yalobusha County.....	9	29	723	22	6	5	612	4	703
Yazoo County.....	22	807	16,581	223	15	10	4,044	12	18,433
Yazoo City.....	17	(D)	(D)	(D)	(D)	6	(D)	11	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

U.S. GOVERNMENT PRINTING OFFICE

MISSISSIPPI (82 COUNTIES)

STANDARD METROPOLITAN AREA

CODE
065 JACKSON



PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes. Announcements concerning the bulletin series and the volumes may be obtained by filling out the form on the next page.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

ORDER BLANK

REQUESTS FOR ANNOUNCEMENTS OF 1954 CENSUS OF BUSINESS BULLETINS AND VOLUMES

To receive announcements concerning forthcoming 1954 Census of Business publications, complete this sheet, detach and mail to **Bureau of the Census, Washington 25, D. C.**

(Check appropriate boxes to show the series for which announcements are desired)

- | | | |
|--|---|---|
| <p>Retail Trade</p> <p><input type="checkbox"/> Area Bulletins</p> <p><input type="checkbox"/> Subject Bulletins</p> <p><input type="checkbox"/> Trade Bulletins</p> <p><input type="checkbox"/> Central Business District Bulletins</p> <p><input type="checkbox"/> Census Volumes</p> | <p>Wholesale Trade</p> <p><input type="checkbox"/> Area Bulletins</p> <p><input type="checkbox"/> Subject Bulletins</p> <p><input type="checkbox"/> Trade Bulletins</p> <p><input type="checkbox"/> Census Volumes</p> | <p>Selected Service Trades</p> <p><input type="checkbox"/> Area Bulletins</p> <p><input type="checkbox"/> Subject Bulletins</p> <p><input type="checkbox"/> Trade Bulletins</p> <p><input type="checkbox"/> Census Volumes</p> |
| <p><input type="checkbox"/> Public Merchandise Warehouses</p> <p><input type="checkbox"/> 1954 Census of Business—Puerto Rico</p> | | |

ORDERS FOR ADDITIONAL COPIES OF PRELIMINARY REPORTS OF 1954 CENSUS OF BUSINESS RESULTS

Three separate *preliminary* series of reports—for retail trade, for wholesale trade, and for selected service trades—are being issued. Each of these three preliminary series consists of a United States report and a report for each State. Orders for copies of preliminary reports should be sent to the Bureau of the Census, Washington 25, D. C. Payment must be included with your order. Make checks or money orders payable to Census, Department of Commerce. Government Printing Office coupons or authorizations to charge the amount to your account with the Superintendent of Documents will also be acceptable. In the last instance, please report your account number. **The cost of each report is 10 cents.**

Please indicate number of copies and the name of each State for which reports are requested:

RETAIL TRADE		WHOLESALE TRADE		SELECTED SERVICE TRADES	
No.	States requested	No.	States requested	No.	States requested
All Retail Trade reports. Price \$4.00		All Wholesale Trade reports. Price \$4.00		All Selected Service reports. Price \$4.00	

Total number of copies ordered: -----
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1954 Census of Business

WHOLESALE TRADE

February 1956

Series: PW-1-25

MISSOURI

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

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

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



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

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

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

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

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

EXPLANATION OF TERMS

Establishments

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

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

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

Sales

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

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

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

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

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

Active proprietors of unincorporated businesses

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

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated business, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Missouri, total.....1954..	7,597	380,341	7,461,681	88,510	4,480	4,372	3,225,270	3,225	4,930,591
.....1946..	6,919	275,731	5,279,427	85,302	4,275	5,675	2,745,913	3,227	4,162,162
Adair County.....	37	423	8,261	177	26	25	7,237	12	2,953
Remainder of County.....	6	22	844	25	4	3	112	3	651
Andrew County.....	10	42	(2)	11	10	3	212	7	1,006
Atchison County.....	30	217	4,695	95	32	6	690	24	7,951
Audrain County.....	49	788	15,188	247	29	23	10,122	26	7,477
Mexico.....	30	659	12,734	182	18	15	9,229	15	4,735
Remainder of County.....	19	119	2,454	48	11	8	893	11	2,741
Barry County.....	28	619	11,134	152	22	12	9,555	16	1,939
Barton County.....	20	158	2,733	49	15	4	782	16	3,636
Bates County.....	39	387	8,117	137	30	12	2,045	27	5,659
Benton County.....	10	75	1,685	35	8	3	110	7	1,410
Bollinger County.....	5	14	(2)	10	5	4	***	5	560
Boone County.....	60	2,881	67,743	1,495	32	30	8,973	30	39,878
Columbia.....	45	2,605	63,461	1,406	24	25	6,256	20	36,760
Remainder of County.....	15	236	4,282	89	8	5	2,477	10	3,118
Buchanan County.....	185	8,382	183,965	2,131	136	119	120,277	66	247,218
St. Joseph.....	152	7,473	165,967	1,932	95	109	92,073	43	66,390
Remainder of County.....	33	909	17,998	199	41	10	28,204	23	180,828
Butler County.....	43	792	15,929	292	28	27	8,435	16	5,074
Poplar Bluff.....	37	(D)	14,635	(D)	(D)	26	(D)	11	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	1	(D)	5	(D)
Caldwell County.....	22	155	3,204	60	16	4	751	18	2,161
Callaway County.....	20	162	3,383	63	18	8	883	12	2,392
Fulton.....	13	(D)	(D)	(D)	(D)	6	(D)	7	(D)
Remainder of County.....	7	(D)	(D)	(D)	(D)	2	(D)	5	(D)
Cassden County.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)
Cape Girardeau County.....	79	1,728	33,681	512	45	50	16,528	29	10,393
Cape Girardeau.....	53	1,016	31,524	469	33	33	15,828	20	8,760
Remainder of County.....	12	112	2,117	43	12	7	700	9	1,791
Carroll County.....	32	251	5,012	91	27	5	595	27	8,835
Carter County.....	***	(D)	(D)	(D)	(D)	***	***	***	(D)
Cass County.....	31	207	4,108	67	39	9	4,448	22	5,204
Cedar County.....	6	27	508	10	9	3	796	3	498
Chariton County.....	16	204	3,740	61	11	6	633	10	3,615
Christian County.....	8	(D)	(D)	(D)	1	1	(D)	7	(D)
Clark County.....	13	112	2,181	42	13	4	1,101	9	4,273
Clay County.....	109	9,549	189,382	2,028	33	57	72,139	52	79,670
Excelsior Springs.....	11	103	2,612	30	8	5	291	6	1,319
Kansas City (part).....	17	1,047	20,361	247	7	13	18,368	4	6,096
Remainder of County.....	81	8,408	179,469	1,867	39	53	5,800	42	72,552
Clinton County.....	14	(D)	(D)	(D)	(D)	2	(D)	12	(D)
Cole County.....	95	1,315	25,042	312	32	30	15,992	25	4,753
Jefferson City.....	11	1,047	20,361	247	25	26	14,469	18	3,776
Remainder of County.....	11	268	4,681	65	7	4	1,523	7	977
Cooper County.....	29	317	5,660	112	18	9	2,883	20	4,784
Boonville.....	21	276	4,937	83	10	9	2,883	12	2,115
Remainder of County.....	8	41	723	29	8	***	***	8	2,669
Crawford County.....	13	56	985	25	10	7	855	6	1,233
Dade County.....	9	(D)	(D)	(D)	(D)	1	(D)	8	(D)
Dallas County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Davies County.....	13	(D)	(D)	(D)	(D)	2	(D)	11	(D)
De Kalb County.....	16	(D)	(D)	(D)	(D)	2	(D)	14	(D)
Dent County.....	11	101	1,984	34	11	4	2,083	7	887
Douglas County.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)
Dunklin County.....	60	868	16,179	344	36	25	9,684	35	8,217
Kennett.....	25	394	6,771	136	15	14	4,996	11	2,498
Remainder of County.....	35	474	9,408	208	21	11	4,688	24	5,719

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.
 *Excelsior Springs is in Clay and Ray counties. *Kansas City is in Clay and Jackson counties.

Establishments, Sales, Payroll, and Personnel

County and city	Total				Merchant wholesalers		Other operating types		
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Franklin County.....	52	1,032	20,495	361	34	23	6,479	29	71,500
Washington.....	17	389	7,801	134	11	13	4,079	4	977
Remainder of County.....	35	643	12,694	227	23	10	2,400	25	6,523
Cascade County.....	18	81	2,121	45	16	6	1,043	12	21,196
Gentry County.....	23	147	2,790	69	29	6	2,138	17	1,814
Greene County.....	237	9,374	190,121	2,730	151	184	90,448	53	76,276
Springfield.....	218	9,576	182,666	2,619	136	171	87,807	47	73,529
Remainder of County.....	19	398	7,455	111	15	13	2,681	6	2,747
Crundy County.....	17	111	2,135	60	13	7	1,517	10	1,680
Trenton.....	14	105	2,015	51	10	7	1,517	7	1,294
Remainder of County.....	3	6	(Z)	9	3	***	***	3	386
Harrison County.....	23	244	5,386	81	18	7	1,542	16	3,999
Henry County.....	37	318	8,288	109	25	13	3,289	24	5,448
Clinton.....	20	229	6,431	70	14	10	3,003	10	2,197
Remainder of County.....	17	89	1,857	39	11	3	286	14	3,251
Hickory County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Holt County.....	18	75	1,716	33	9	3	252	15	1,964
Howard County.....	11	(D)	(D)	(D)	(D)	2	(D)	9	(D)
Howell County.....	26	341	6,072	128	20	18	5,179	8	1,756
Iron County.....	10	28	646	20	14	4	132	6	707
Jackson County.....	1,735	108,024	2,133,219	23,655	966	1,090	1,018,275	645	1,721,011
Independence.....	38	953	17,386	287	25	29	6,740	10	14,823
Kansas City (part).....	1,650	106,045	2,092,121	23,142	908	1,040	1,004,688	610	1,690,446
Remainder of County.....	50	1,026	23,712	246	33	25	6,847	25	15,740
Jasper County.....	211	74,064	145,279	1,885	145	142	83,103	69	63,089
Carthage.....	22	533	9,779	122	22	11	6,194	11	13,786
Joplin (part).....	164	6,124	127,368	1,619	102	115	72,059	40	45,641
Webb City.....	11	197	3,719	68	10	8	2,241	3	769
Remainder of County.....	14	210	4,433	76	11	8	2,609	6	2,893
Jefferson County.....	44	913	17,970	271	33	24	7,881	20	6,735
De Soto.....	8	66	1,315	21	6	4	1,638	4	596
Festus.....	6	(D)	(D)	(D)	(D)	5	(D)	1	(D)
Remainder of County.....	30	(D)	(D)	(D)	(D)	15	(D)	15	(D)
Johnson County.....	31	163	3,083	91	29	10	1,576	21	4,804
Warrensburg.....	13	80	1,620	49	9	3	530	10	1,669
Remainder of County.....	18	83	1,463	42	20	7	1,046	11	3,135
Knox County.....	11	40	818	30	6	3	110	8	1,717
Laclede County.....	24	388	7,436	124	18	15	5,477	9	2,018
Lebanon.....	20	(D)	(D)	(D)	(D)	12	(D)	8	(D)
Remainder of County.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Lafayette County.....	41	518	8,560	159	26	13	2,643	28	6,095
Lexington.....	13	186	3,253	63	4	7	1,955	6	829
Remainder of County.....	28	332	5,307	96	22	6	688	22	5,266
Lawrence County.....	19	103	1,941	45	16	7	1,268	12	1,626
Levies County.....	18	352	7,129	122	14	9	5,777	9	11,287
Lincoln County.....	20	211	4,454	61	12	6	2,875	14	2,875
Linn County.....	32	224	4,784	89	26	9	2,680	23	3,323
Brookfield.....	6	(D)	(D)	(D)	(D)	6	(D)	11	(D)
Remainder of County.....	15	(D)	(D)	(D)	(D)	3	(D)	12	(D)
Livingston County.....	36	1,086	22,226	321	21	20	10,551	16	61,338
Chillicothe.....	33	(D)	(D)	(D)	(D)	19	(D)	14	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
McDonald County.....	14	112	1,922	53	10	4	415	10	2,489
Macon County.....	36	429	8,675	136	30	14	3,476	22	9,305
Madison County.....	11	126	2,375	49	6	4	252	7	1,577
Marion County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Marion County.....	55	11,167	21,941	371	38	39	12,460	16	9,086
Hannibal (part).....	44	910	17,188	266	32	32	8,499	12	5,181
Remainder of County.....	11	257	4,753	105	6	7	3,961	4	3,905
Mercer County.....	10	(D)	(D)	(D)	(D)	2	(D)	8	(D)
Miller County.....	13	122	2,311	41	8	3	677	10	1,874
Mississippi County.....	22	590	10,878	185	17	7	1,605	19	12,972
Charleston.....	12	(D)	(D)	(D)	(D)	9	(D)	7	(D)
Remainder of County.....	10	(D)	(D)	(D)	(D)	2	(D)	8	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

²Kansas City is in Clay and Jackson counties.

³Joplin is in Jasper and Newton counties.

⁴Hannibal is in Marion and Ralls counties.

PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE—Continued 5

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Monteale County.....	11	(D)	(D)	(D)	(D)	2	(D)	9	(D)
Monroe County.....	21	122	2,348	63	12	5	1,174	16	4,033
Montgomery County.....	21	124	2,402	51	16	10	710	11	1,682
Morgan County.....	8	(D)	(D)	(D)	(D)	2	(D)	6	(D)
New Madrid County.....	26	496	10,073	157	17	10	4,108	16	7,339
Stikston (part).....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Remainder of County.....	23	(D)	(D)	(D)	(D)	8	(D)	15	(D)
Newton County.....	24	159	3,351	72	19	12	1,427	12	2,975
Joplin (part).....	1	(D)	(D)	(D)	(D)	***	(D)	1	(D)
Neosho.....	17	(D)	(D)	(D)	(D)	7	(D)	10	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	5	(D)	1	(D)
Notaway County.....	42	335	7,029	1,613	37	11	4,005	31	6,761
Maryville.....	20	256	4,899	94	20	7	3,705	13	3,674
Remainder of County.....	22	77	2,130	47	17	4	300	18	3,087
Oregon County.....	6	(D)	(D)	(D)	(D)	1	(D)	5	(D)
Osage County.....	11	(D)	(D)	(D)	(D)	2	(D)	9	(D)
Osark County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Pemiscot County.....	36	527	12,122	184	22	18	4,283	18	5,131
Caruthersville.....	20	341	8,490	126	13	12	2,598	8	3,105
Remainder of County.....	16	186	3,632	58	9	6	1,785	10	2,026
Perry County.....	18	137	2,775	58	14	8	754	10	1,385
Pettis County.....	63	1,205	22,652	419	45	41	13,574	22	4,702
Sedalia.....	55	(D)	(D)	(D)	(D)	39	(D)	16	(D)
Remainder of County.....	8	(D)	(D)	(D)	(D)	2	(D)	6	(D)
Phelps County.....	33	410	8,302	139	28	15	3,416	18	5,864
Rolla.....	24	(D)	(D)	(D)	(D)	12	(D)	12	(D)
Remainder of County.....	9	(D)	(D)	(D)	(D)	3	(D)	6	(D)
Pike County.....	19	101	1,935	38	13	7	363	12	1,980
Platte County.....	21	172	3,799	73	18	5	1,057	16	5,673
Polk County.....	19	116	2,076	51	14	6	605	13	2,840
Pulaski County.....	11	65	1,343	20	8	4	1,059	7	1,152
Putnam County.....	9	(D)	(D)	(D)	(D)	2	(D)	7	(D)
Ralls County.....	8	(D)	(D)	(D)	(D)	1	(D)	7	(D)
Hannibal (part).....	***	***	***	***	***	***	***	***	***
Remainder of County.....	8	(D)	(D)	(D)	(D)	1	(D)	7	(D)
Randolph County.....	35	599	10,694	178	18	19	5,296	16	4,781
Moberly.....	27	(D)	(D)	(D)	(D)	13	(D)	14	(D)
Remainder of County.....	8	(D)	(D)	(D)	(D)	6	(D)	2	(D)
Ray County.....	26	141	2,801	58	17	8	893	18	3,636
Excelsior Springs (part).....	***	***	***	***	***	***	***	***	***
Remainder of County.....	26	141	2,801	58	17	8	893	18	3,636
Reynolds County.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)
Ripley County.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)
St. Charles County.....	32	454	9,267	133	17	17	4,286	15	4,964
St. Charles.....	18	318	5,917	82	12	9	2,656	9	2,012
Remainder of County.....	14	136	3,320	51	5	8	1,630	6	2,952
St. Clair County.....	8	(D)	(D)	(D)	(D)	1	(D)	7	(D)
St. Francois County.....	39	747	15,096	217	28	22	11,148	17	3,334
Flat River.....	13	220	4,309	59	12	7	2,267	6	1,308
Remainder of County.....	26	527	10,787	158	16	15	8,879	11	2,026
St. Louis County.....	370	14,131	267,459	3,014	202	246	107,631	124	118,154
Barkley.....	3	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Brentwood.....	19	1,488	27,259	305	4	13	6,858	6	4,322
Clayton.....	57	3,702	70,114	745	31	25	7,432	32	69,659
Ferguson.....	3	42	756	7	***	3	682	***	***
Jennings.....	4	44	827	16	3	4	262	***	***
Kilbuck.....	***	***	***	***	***	***	***	***	***
Kirkwood.....	23	378	6,651	75	11	16	1,940	7	3,113
Ladue.....	7	(D)	(D)	(D)	(D)	6	(D)	1	(D)
Lamar.....	20	1,026	12,281	154	12	15	4,271	6	2,585
Maplewood.....	8	(D)	(D)	(D)	(D)	6	(D)	2	(D)
Overland.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Pine Lawn.....	23	319	5,477	62	21	11	585	8	10,561
Richmond Heights.....	52	1,421	29,450	320	28	35	23,175	17	4,455
University City.....	14	144	3,256	40	10	9	1,169	5	748
Webster Groves.....	14	639	14,941	168	10	7	4,747	2	2,735
Remainder of County.....	119	3,723	73,483	854	66	91	49,674	28	15,807
St. Louis city (not part of St. Louis County).....	2,427	192,299	3,732,361	41,692	1,140	1,593	1,954,522	834	2,235,172

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.
 *Joplin is in Jasper and Newton counties. *Hannibal is in Marion and Ralls counties. *Stikston is in New Madrid and Scott counties.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Ste. Genevieve County.....	13	156	3,004	41	10	6	1,225	7	1,209
Saline County.....	36	521	9,896	267	19	10	6,310	26	4,468
Marshall.....	17	(D)	(D)	(D)	(D)	7	(D)	10	(D)
Remainder of County.....	19	(D)	(D)	(D)	(D)	3	(D)	16	(D)
Schuyler County.....	10	(D)	(D)	(D)	(D)	1	(D)	9	(D)
Scotland County.....	14	79	1,559	56	9	3	354	11	3,056
Scott County.....	52	906	17,035	316	31	32	9,574	20	7,157
Stikeston (part).....	42	(D)	(D)	(D)	(D)	30	(D)	12	(D)
Remainder of County.....	10	(D)	(D)	(D)	(D)	2	(D)	8	(D)
Shannon County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Shelby County.....	18	116	2,321	56	13	6	614	12	3,351
Stoddard County.....	22	241	5,684	85	12	5	2,444	17	5,976
Stone County.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)
Sullivan County.....	14	76	1,643	47	8	4	706	10	2,606
Taney County.....	9	55	1,169	24	7	5	307	4	875
Texas County.....	10	99	2,516	34	10	3	244	7	2,017
Vernon County.....	34	337	6,815	151	37	13	4,696	21	5,039
Nevada.....	26	313	6,592	134	26	13	4,696	13	3,999
Remainder of County.....	8	24	(Z)	17	11	...	...	8	1,040
Warren County.....	10	(D)	(D)	(D)	(D)	2	(D)	8	(D)
Washington County.....	8	(D)	(D)	(D)	(D)	2	(D)	6	(D)
Wayne County.....	6	(D)	(D)	(D)	(D)	2	(D)	4	(D)
Webster County.....	9	61	1,220	37	7	3	970	6	1,013
Worth County.....	8	(D)	(D)	(D)	(D)	1	(D)	7	(D)
Wright County.....	23	98	1,814	50	27	10	2,738	13	1,629

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.
 *Stikeston is in New Madrid and Scott counties.

PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

19147

1954 Census of Business WHOLESALE TRADE

December 1955

Series: PW-1-26

MONTANA

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

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

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



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

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

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

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

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

EXPLANATION OF TERMS

Establishments

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

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

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

Sales

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

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

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

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

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

Active proprietors of unincorporated businesses

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

PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE

Establishments, Sales, Payroll, and Personnel

County and city	Total				Merchant wholesalers		Other operating types		
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, work week ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Montana, total.....1954.. 1948..	1,498 1,338	29,995 21,419	620,380 422,953	7,813 7,315	687 386	557 192,164	265,407 192,164	941 952	4,311,901 387,891
Beaverhead County.....	12	44	846	13	10	4	760	8	1,070
Big Horn County.....	10	87	1,786	29	6	3	2,260	7	1,784
Blaine County.....	22	153	3,039	51	9	4	109	18	3,054
Broadwater County.....	8	27	557	12	3	...	...	8	1,075
Carbon County.....	27	129	2,414	34	19	3	319	24	2,021
Carter County.....	1	(D)	(D)	(D)	(D)	...	...	1	(D)
Cascade County.....	139	2,142	113,159	1,228	46	63	47,065	36	39,358
Great Falls.....	111	4,850	106,550	1,111	80	47,320	31	20,780	21
Remainder of County.....	28	292	6,609	117	7	3	545	25	14,574
Chouteau County.....	41	206	3,461	59	10	...	...	41	1,042
Custer County.....	34	677	12,156	187	16	15	4,211	19	13,286
Miles City.....	29	(D)	(D)	(D)	(D)	14	(D)	15	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)
Daniels County.....	11	(D)	(D)	(D)	(D)	2	(D)	9	(D)
Dawson County.....	35	488	9,466	140	9	14	5,474	21	11,463
Glenlivet.....	23	(D)	(D)	(D)	(D)	13	(D)	10	(D)
Remainder of County.....	12	(D)	(D)	(D)	(D)	1	(D)	11	(D)
Deer Lodge County.....	7	63	1,105	15	9	4	900	3	524
Anaconda.....	...	...	...	...	...	...	...	...	...
Remainder of County.....	...	...	...	...	...	...	...	...	...
Fallon County.....	10	50	1,120	14	6	...	...	10	3,735
Fergus County.....	60	456	9,419	126	16	12	4,627	48	11,817
Leviatown.....	23	306	6,886	84	8	12	4,627	11	3,106
Remainder of County.....	37	150	2,533	42	8	...	...	27	8,713
Flathead County.....	47	1,426	28,144	490	33	26	14,410	21	8,101
Kalispell.....	34	1,230	25,253	452	23	19	11,036	15	7,082
Remainder of County.....	13	126	2,891	28	10	7	3,374	6	1,019
Gallatin County.....	55	924	24,051	308	25	17	7,569	28	10,184
Bosman.....	28	(D)	(D)	(D)	(D)	17	(D)	11	(D)
Remainder of County.....	27	(D)	(D)	(D)	(D)	...	...	27	(D)
Garfield County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Glacier County.....	26	337	6,589	71	13	9	1,570	17	7,007
Golden Valley County.....	2	(D)	(D)	(D)	(D)	...	...	2	(D)
Granite County.....	9	16	(Z)	4	8	3	209	6	533
Hill County.....	51	919	40,374	448	21	18	11,269	33	17,308
Havre.....	25	(D)	(D)	(D)	(D)	17	(D)	8	(D)
Remainder of County.....	26	(D)	(D)	(D)	(D)	1	(D)	25	(D)
Jefferson County.....	5	3	(Z)	1	4	...	...	5	213
Judith Basin County.....	19	77	1,559	23	3	...	...	19	3,211
Lake County.....	21	(D)	(D)	(D)	(D)	2	(D)	19	(D)
Lewis and Clark County.....	47	1,116	26,689	311	32	27	11,036	40	4,555
Helena.....	38	914	21,711	254	25	24	9,443	14	3,907
Remainder of County.....	9	202	4,978	57	7	3	1,593	6	746
Liberty County.....	16	(D)	(D)	(D)	(D)	1	(D)	15	(D)
Lincoln County.....	17	66	2,002	30	13	8	625	9	1,198
McCone County.....	7	(D)	(D)	(D)	(D)	1	(D)	6	(D)
Madison County.....	9	13	(Z)	6	8	...	...	9	709
Meagher County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Mineral County.....	6	1	(Z)	1	7	...	...	6	629
Missoula County.....	66	4,155	46,771	295	29	44	23,619	22	16,294
Missoula.....	57	(D)	(D)	(D)	(D)	37	(D)	20	(D)
Remainder of County.....	9	(D)	(D)	(D)	(D)	7	(D)	2	(D)
Musselshell County.....	12	75	1,644	19	7	4	723	8	1,169
Park County.....	23	178	3,986	47	16	6	1,335	17	2,284
Livingston.....	13	114	2,936	31	13	6	1,335	7	2,284
Remainder of County.....	10	64	1,050	16	3	...	...	10	1,294
Petroleum County.....	3	10	(Z)	3	1	...	...	3	271
Phillips County.....	20	(D)	(D)	(D)	(D)	1	(D)	19	(D)
Sanders County.....	26	182	3,775	43	10	...	...	26	13,573

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

4 PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE—Continued

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Powder River County.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)
Powell County.....	7	(D)	(D)	(D)	(D)	1	(D)	6	(D)
Prairie County.....	8	35	637	9	4	***	***	8	2,544
Ravalli County.....	23	176	2+830	54	14	11	1+004	12	2+533
Richland County.....	28	496	9,090	158	9	9	4,549	19	12,140
Roosevelt County.....	36	241	4+620	74	18	8	3+863	28	15+482
Rosebud County.....	6	20	(Z)	6	4	***	***	6	1+331
Sanders County.....	11	6	(Z)	1	10	***	***	11	1+058
Sheridan County.....	18	(D)	(D)	(D)	(D)	1	(D)	17	(D)
Silver Bow County.....	109	4+205	81+930	1+020	49	66	35+474	43	38+246
Butte.....	162	4+023	78+441	984	46	62	34+710	40	36+743
Remainder of County.....	7	182	3+489	36	3	4	1+064	3	1+497
Stillwater County.....	15	(D)	(D)	(D)	(D)	1	(D)	14	(D)
Sweet Grass County.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)
Teton County.....	36	(D)	(D)	(D)	(D)	2	(D)	34	(D)
Toole County.....	31	322	7+366	103	14	8	2+368	23	10+754
Treasure County.....	4	14	(Z)	4	1	***	***	4	461
Valley County.....	36	391	6+067	75	14	11	2+871	25	10+926
Wheatland County.....	11	(D)	(D)	(D)	(D)	2	(D)	9	(D)
Wibaux County.....	3	11	(Z)	4	1	***	***	3	924
Yellowstone County.....	195	8+232	164+407	1+955	58	121	72+270	74	98+987
Billings.....	162	7+586	148+668	1+741	43	108	67+778	54	67+657
Remainder of County.....	33	646	15+739	204	15	13	4+492	20	31+218
Yellowstone National Park (part) ¹	***	***	***	***	***	***	***	***	***

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.
¹Yellowstone National Park is in Idaho, Montana and Wyoming.

PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes. Announcements concerning the bulletin series and the volumes may be obtained by filling out the form on the next page.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

ORDER BLANK

REQUESTS FOR ANNOUNCEMENTS OF 1954 CENSUS OF BUSINESS BULLETINS AND VOLUMES

To receive announcements concerning forthcoming 1954 Census of Business publications, complete this sheet, detach and mail to **Bureau of the Census, Washington 25, D. C.**

(Check appropriate boxes to show the series for which announcements are desired)

- | | | |
|--|---|---|
| <p>Retail Trade</p> <p><input type="checkbox"/> Area Bulletins</p> <p><input type="checkbox"/> Subject Bulletins</p> <p><input type="checkbox"/> Trade Bulletins</p> <p><input type="checkbox"/> Central Business District Bulletins</p> <p><input type="checkbox"/> Census Volumes</p> | <p>Wholesale Trade</p> <p><input type="checkbox"/> Area Bulletins</p> <p><input type="checkbox"/> Subject Bulletins</p> <p><input type="checkbox"/> Trade Bulletins</p> <p><input type="checkbox"/> Census Volumes</p> | <p>Selected Service Trades</p> <p><input type="checkbox"/> Area Bulletins</p> <p><input type="checkbox"/> Subject Bulletins</p> <p><input type="checkbox"/> Trade Bulletins</p> <p><input type="checkbox"/> Census Volumes</p> |
| <p><input type="checkbox"/> Public Merchandise Warehouses</p> <p><input type="checkbox"/> 1954 Census of Business—Puerto Rico</p> | | |

ORDERS FOR ADDITIONAL COPIES OF PRELIMINARY REPORTS OF 1954 CENSUS OF BUSINESS RESULTS

Three separate *preliminary* series of reports—for retail trade, for wholesale trade, and for selected service trades—are being issued. Each of these three preliminary series consists of a United States report and a report for each State. Orders for copies of preliminary reports should be sent to the Bureau of the Census, Washington 25, D. C. Payment must be included with your order. Make checks or money orders payable to Census, Department of Commerce. Government Printing Office coupons or authorizations to charge the amount to your account with the Superintendent of Documents will also be acceptable. In the last instance, please report your account number. **The cost of each report is 10 cents.**

Please indicate number of copies and the name of each State for which reports are requested:

RETAIL TRADE		WHOLESALE TRADE		SELECTED SERVICE TRADES	
No.	States requested	No.	States requested	No.	States requested
All Retail Trade reports. Price \$4.00		All Wholesale Trade reports. Price \$4.00		All Selected Service reports. Price \$4.00	

Total number of copies ordered: _____
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Amount of money order or check enclosed \$ _____

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

OFFICIAL BUSINESS

PENALTY FOR PRIVATE USE TO AVOID
PAYMENT OF POSTAGE, \$300

1954 Census of Business WHOLESALE TRADE

February 1956

Series: PW-1-27

NEBRASKA

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

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

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



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

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

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

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

EXPLANATION OF TERMS

Establishments

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

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

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

Sales

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

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

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

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

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

Active proprietors of unincorporated businesses

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

PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES, CITIES OF 5,000 INHABITANTS OR MORE
Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Nebraska, total.....1954..	3,002	83,156	1,668,368	23,325	1,902	1,249	776,732	1,753	1,864,578
.....1948..	2,832	60,656	1,181,817	21,890	1,668	929	639,290	1,903	1,611,511
Adams County.....	46	2,341	45,280	592	40	5	21,376	16	7,160
Hastings.....	54	2,402	37,965	472	42	45	18,295	9	3,443
Remainder of County.....	12	335	7,315	120	6	5	3,081	7	3,712
Antelope County.....	23	(D)	(D)	(D)	(D)	2	(D)	21	(D)
Arthur County.....	***	***	***	***	***	***	***	***	***
Banner County.....	***	***	***	***	***	***	***	***	***
Blaine County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Boone County.....	25	164	3,401	85	28	9	1,194	16	6,633
Box Butte County.....	78	462	10,510	177	17	9	2,053	19	20,233
Alliance.....	15	(D)	(D)	(D)	(D)	7	(D)	8	(D)
Remainder of County.....	13	(D)	(D)	(D)	(D)	2	(D)	11	(D)
Boyd County.....	9	(D)	(D)	(D)	(D)	1	(D)	8	(D)
Brown County.....	9	7	1,294	29	10	3	185	6	942
Buffalo County.....	63	652	13,232	399	51	25	4,520	38	23,333
Keyport.....	29	544	10,622	245	40	22	4,284	17	15,148
Remainder of County.....	24	108	2,610	44	11	3	236	21	8,199
Burt County.....	26	216	3,753	64	12	5	969	21	3,158
Butler County.....	26	252	4,351	130	17	3	167	23	7,993
Casa County.....	34	153	3,093	60	19	5	654	29	4,263
Cedar County.....	28	(D)	(D)	(D)	(D)	2	(D)	26	(D)
Chase County.....	16	(D)	(D)	(D)	(D)	1	(D)	15	(D)
Cherry County.....	15	121	2,199	54	10	3	605	12	7,478
Cheyenne County.....	37	425	9,079	104	11	12	6,287	25	10,750
Clay County.....	22	(D)	(D)	(D)	(D)	1	(D)	21	(D)
Colfax County.....	17	288	5,496	87	8	6	3,175	11	8,320
Cuming County.....	23	169	3,172	47	15	6	750	17	4,179
Custer County.....	41	226	4,763	136	36	8	2,546	33	14,247
Dakota County.....	14	145	3,240	50	9	6	2,302	8	3,617
South Sioux City.....	10	(D)	(D)	(D)	(D)	5	(D)	5	(D)
Remainder of County.....	4	(D)	(D)	(D)	(D)	1	(D)	3	(D)
Dawes County.....	21	250	8,907	117	17	8	1,604	13	5,685
Dawson County.....	28	224	4,445	90	22	7	1,730	21	9,330
Lexington.....	9	106	2,186	30	9	4	1,372	5	950
Remainder of County.....	19	118	2,259	60	13	3	355	16	8,380
Deuel County.....	12	(D)	(D)	(D)	(D)	1	(D)	11	(D)
Dixon County.....	11	(D)	(D)	(D)	(D)	1	(D)	10	(D)
Dodge County.....	73	1,644	37,347	500	36	35	22,095	38	16,590
Freemont.....	44	1,023	23,920	320	26	28	17,170	16	11,640
Remainder of County.....	29	621	13,427	180	10	7	4,925	22	4,950
Douglas County.....	812	47,095	929,194	11,064	487	504	453,849	308	1,187,205
Omaha.....	789	46,216	911,333	10,759	473	494	436,059	295	1,167,719
Remainder of County.....	23	819	17,861	305	14	10	15,790	13	19,486
Dundy County.....	12	121	1,865	74	9	3	354	9	4,101
Fillmore County.....	31	234	4,913	113	23	5	2,002	26	10,534
Franklin County.....	18	100	2,026	59	12	4	710	14	3,752
Frontier County.....	7	(D)	(D)	(D)	(D)	1	(D)	6	(D)
Furnas County.....	22	88	1,718	58	10	3	467	19	5,401
Gage County.....	48	939	19,852	299	33	19	9,965	29	19,254
Beatrice.....	25	(D)	(D)	(D)	(D)	17	(D)	8	(D)
Remainder of County.....	23	(D)	(D)	(D)	(D)	2	(D)	21	(D)
Garden County.....	11	(D)	(D)	(D)	(D)	1	(D)	10	(D)
Carfield County.....	4	(D)	(D)	(D)	(D)	1	(D)	3	(D)
Gosper County.....	3	14	(Z)	6	1	***	***	3	452
Grant County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Greeley County.....	12	50	1,235	32	10	4	643	8	2,462

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

4 PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE—Continued

Establishments, Sales, Payroll, and Personnel

County and city	Total				Merchant wholesalers		Other operating types		
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollar)	Employees (Number)					
Hall County.....	87	3,155	70,245	924	55	50	26,458	17	49,405
Grand Island.....	66	2,496	56,754	751	39	41	21,887	25	27,456
Remainder of County.....	21	659	13,492	173	16	9	4,578	12	21,496
Hamilton County.....	14	214	4,445	79	11	5	1,708	9	4,642
Harlan County.....	9	85	2,465	42	3	...	...	9	3,114
Hayes County.....	4	25	825	10	2	...	...	4	1,419
Hitchcock County.....	13	(D)	(D)	(D)	(D)	1	(D)	12	(D)
Holt County.....	37	439	8,909	215	30	13	2,039	24	15,786
Hooker County.....	2	(D)	(D)	(D)	(D)	...	...	2	(D)
Howard County.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)
Jefferson County.....	37	592	11,510	230	34	16	3,812	21	7,291
Fairbury.....	23	(D)	(D)	(D)	(D)	14	(D)	9	(D)
Remainder of County.....	14	(D)	(D)	(D)	(D)	2	(D)	12	(D)
Johnson County.....	11	(D)	(D)	(D)	(D)	2	(D)	9	(D)
Kearney County.....	19	(D)	(D)	(D)	(D)	1	(D)	18	(D)
Keith County.....	19	145	3,104	58	16	4	255	15	14,011
Keya Paha County.....	...	...	...	...	...	...	...	...	...
Kiamba County.....	18	126	2,241	39	7	6	497	12	7,225
Knox County.....	26	96	1,762	72	14	5	239	23	10,378
Lancaster County.....	194	8,839	173,448	2,302	97	131	84,261	63	32,439
Lincoln.....	163	8,024	160,714	2,493	79	121	72,489	42	28,693
Remainder of County.....	31	815	12,734	209	18	10	11,812	21	3,745
Lincoln County.....	54	1,136	28,336	379	42	31	10,065	23	10,836
North Platte.....	40	1,062	26,631	349	32	28	9,919	12	8,580
Remainder of County.....	14	74	1,705	30	10	3	146	11	2,256
Logan County.....	2	(D)	(D)	(D)	(D)	...	...	2	(D)
Loup County.....	1	(D)	(D)	(D)	(D)	...	...	1	(D)
McPherson County.....	...	...	...	...	...	...	...	...	...
Madison County.....	68	1,374	30,744	422	27	32	16,200	36	28,482
Norfolk.....	46	1,056	28,971	334	15	25	9,472	21	21,485
Remainder of County.....	22	316	5,773	88	12	7	6,728	15	6,997
Merrick County.....	18	374	5,589	93	9	3	1,187	15	5,509
Morrill County.....	17	119	2,734	39	17	4	620	13	2,459
Nance County.....	12	(D)	(D)	(D)	(D)	2	(D)	10	(D)
Nemaha County.....	23	131	2,753	46	13	8	1,091	15	2,880
Nuckolls County.....	23	249	4,954	105	11	6	1,751	17	7,706
Otoe County.....	43	264	4,856	97	24	15	2,650	28	5,257
Nebraska City.....	20	155	3,201	60	12	11	1,764	9	1,297
Remainder of County.....	23	109	1,655	37	12	4	886	19	3,967
Pawnee County.....	16	(D)	(D)	(D)	(D)	1	(D)	15	(D)
Perkins County.....	15	(D)	(D)	(D)	(D)	2	(D)	13	(D)
Phelps County.....	29	551	9,570	158	14	11	3,604	18	5,442
Pierce County.....	9	(D)	(D)	(D)	(D)	2	(D)	7	(D)
Platte County.....	45	675	15,312	218	26	19	7,490	26	15,934
Columbus.....	26	489	11,533	129	19	16	6,921	10	4,122
Remainder of County.....	19	186	3,779	89	7	3	569	16	11,812
Polk County.....	13	(D)	(D)	(D)	(D)	1	(D)	12	(D)
Red Willow County.....	37	656	12,692	200	23	16	8,024	21	31,613
McCook.....	26	(D)	(D)	(D)	(D)	15	(D)	11	(D)
Remainder of County.....	11	(D)	(D)	(D)	(D)	1	(D)	10	(D)
Richardson County.....	33	416	8,523	143	30	7	5,363	26	11,170
Falls City.....	16	340	6,795	105	18	7	5,363	9	3,528
Remainder of County.....	17	76	1,728	38	12	...	...	17	7,642
Rock County.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)
Saline County.....	38	233	5,027	107	23	3	1,315	35	6,482
Sarpy County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Saunders County.....	32	205	3,831	87	26	3	657	29	8,796

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

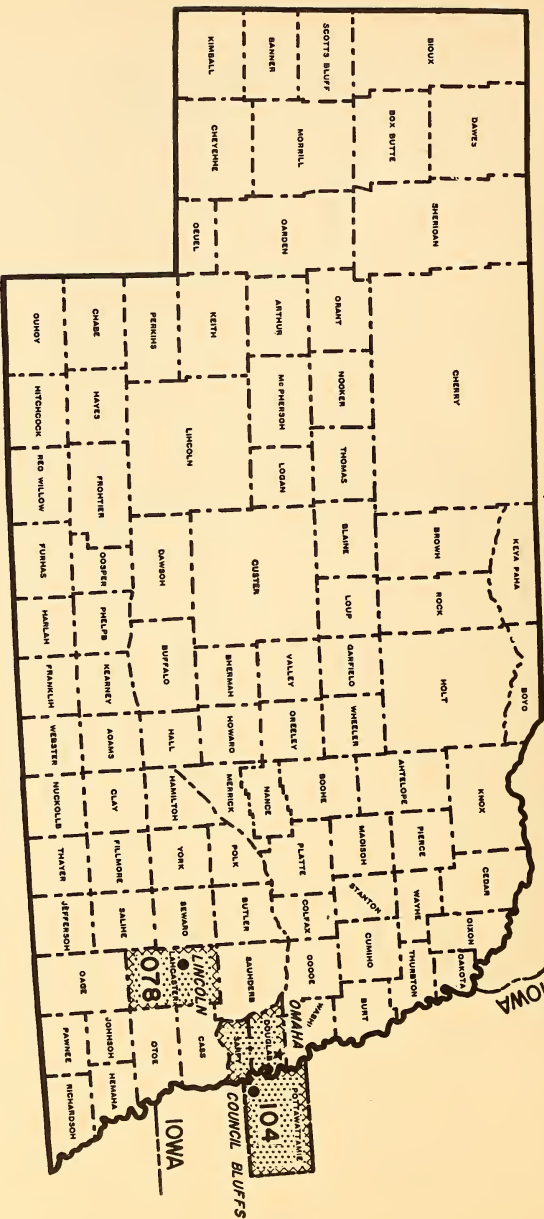
Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Scotts Bluff County.....	98	2,571	49,182	951	62	53	31,119	48	25,872
Scottsbluff.....	55	1,345	26,937	436	35	34	9,940	21	15,014
Remainder of County.....	43	1,226	22,245	515	27	19	21,179	24	10,858
Seward County.....	27	(D)	(D)	(D)	(D)	2	(D)	25	(D)
Sheridan County.....	26	162	3,391	93	24	5	334	21	7,653
Sherman County.....	7	(D)	(D)	(D)	(D)	1	(D)	6	(D)
Sioux County.....	2	(D)	(D)	(D)	(D)	...	...	2	(D)
Stanton County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Taylor County.....	34	287	5,845	151	29	4	1,310	30	11,369
Thomas County.....	2	(D)	(D)	(D)	(D)	...	...	2	(D)
Thurston County.....	13	(D)	(D)	(D)	(D)	2	(D)	11	(D)
Valley County.....	11	(D)	(D)	(D)	(D)	2	(D)	9	(D)
Washington County.....	21	314	4,444	83	12	5	1,512	16	3,244
Wayne County.....	19	118	2,549	50	19	4	1,038	15	2,124
Webster County.....	21	159	3,572	127	17	4	2,863	17	8,325
Wheeler County.....	1	(D)	(D)	(D)	(D)	...	...	1	(D)
York County.....	35	517	10,481	195	27	9	3,764	26	15,486
York.....	21	(D)	(D)	(D)	(D)	7	(D)	14	(D)
Remainder of County.....	14	(D)	(D)	(D)	(D)	2	(D)	12	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

10-10-54


NEBRASKA (93 COUNTIES)



STANDARD METROPOLITAN AREAS

CODE
078 LINCOLN
104 OMAHA, NEBRASKA

LEGEND

- PLACES OF 25,000 TO 100,000 (1950)
- ★ PLACES OF 100,000 AND OVER (1950)
-  STANDARD METROPOLITAN AREAS

PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

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Following are brief descriptions of the bulletin series for Wholesale Trade.

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This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

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This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

ORDER BLANK

REQUESTS FOR ANNOUNCEMENTS OF 1954 CENSUS OF BUSINESS BULLETINS AND VOLUMES

To receive announcements concerning forthcoming 1954 Census of Business publications, complete this sheet, detach and mail to **Bureau of the Census, Washington 25, D. C.**

(Check appropriate boxes to show the series for which announcements are desired)

- | | | |
|---|--|--|
| <p style="text-align: center;">Retail Trade</p> <input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Central Business District Bulletins
<input type="checkbox"/> Census Volumes | <p style="text-align: center;">Wholesale Trade</p> <input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Census Volumes | <p style="text-align: center;">Selected Service Trades</p> <input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Census Volumes |
| <input type="checkbox"/> Public Merchandise Warehouses
<input type="checkbox"/> 1954 Census of Business—Puerto Rico | | |

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Please indicate number of copies and the name of each State for which reports are requested:

RETAIL TRADE		WHOLESALE TRADE		SELECTED SERVICE TRADES	
No.	States requested	No.	States requested	No.	States requested
All Retail Trade reports. Price \$4.00		All Wholesale Trade reports. Price \$4.00		All Selected Service reports. Price \$4.00	

Total number of copies ordered: -----
(Number)

Amount of money order or check enclosed \$-----

Your Name -----

Street Address ----- City ----- Zone ----- State -----

1954 Census of Business WHOLESALE TRADE

January 1956

Series: PW-1-28

NEVADA

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

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KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

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

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



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

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

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

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

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

EXPLANATION OF TERMS

Establishments

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

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

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

Sales

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

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

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

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

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

Active proprietors of unincorporated businesses

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

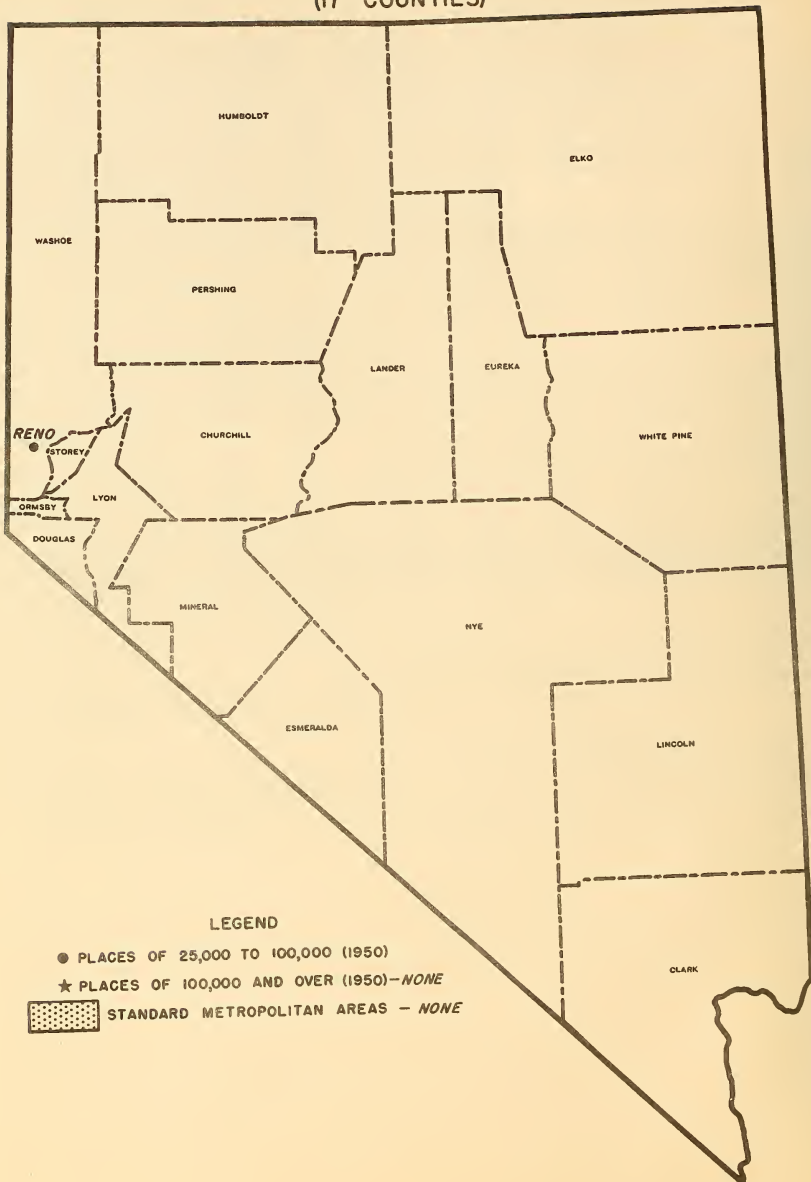
Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid- employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Nevada, total.....1954..	335	9,226	190,171	2,474	248	251	10,915	104	45,057
.....1945..	241	4,533	87,709	1,292	174	133	53,930	108	24,578
Churchill County.....	12	72	1,511	23	13	5	493	7	3,428
Clark County.....	18	3,548	72,771	757	70	73	45,946	15	11,958
Las Vegas.....	96	3,360	68,716	704	61	64	44,320	12	8,510
Remainder of County.....	12	182	4,055	53	9	9	1,626	3	3,442
Douglas County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Elko County.....	19	140	3,224	32	22	9	1,851	10	2,090
Elko.....	14	132	3,064	30	15	9	1,851	5	1,239
Remainder of County.....	5	8	(Z)	2	7	...	...	5	851
Emerald County.....	...	...	...	...	...	...	...	...	...
Eureka County.....	1	(D)	(D)	(D)	(D)	...	...	1	(D)
Hamboldt County.....	16	142	2,713	36	16	7	1,391	9	2,086
Lander County.....	3	...	...	...	3	...	...	3	445
Lincoln County.....	3	2	(Z)	1	3	...	...	3	435
Lyon County.....	7	(D)	(D)	(D)	(D)	1	(D)	0	(D)
Mineral County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Nye County.....	8	(D)	(D)	(D)	(D)	2	(D)	6	(D)
Ormsby County.....	7	46	910	12	7	4	320	3	824
Pershing County.....	6	(D)	(D)	(D)	(D)	...	(D)	6	(D)
Storey County.....	...	...	...	...	...	...	...	...	...
Washoe County.....	124	4,991	102,532	1,131	75	99	59,399	25	16,418
Washoe.....	115	4,701	96,365	1,062	65	93	51,796	22	12,968
Sparks.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Remainder of County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
White Pine County.....	14	151	3,689	40	11	8	1,956	6	1,901

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

1954-1955

NEVADA (17 COUNTIES)



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& Post Office Bldg.
Phone: 2-4755

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REQUESTS FOR ANNOUNCEMENTS OF 1954 CENSUS OF BUSINESS BULLETINS AND VOLUMES

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(Check appropriate boxes to show the series for which announcements are desired)

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|--|--|--|
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<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Central Business District
Bulletins
<input type="checkbox"/> Census Volumes | <p style="text-align: center;">Wholesale Trade</p> <input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Census Volumes | <p style="text-align: center;">Selected Service Trades</p> <input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
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| <input type="checkbox"/> Public Merchandise Warehouses
<input type="checkbox"/> 1954 Census of Business—Puerto Rico | | |

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(Number)

Amount of money order or check enclosed \$-----

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Street Address ----- City ----- Zone ----- State -----

18160

DEPARTMENT OF COMMERCE

**BUREAU OF THE CENSUS
WASHINGTON 25, D. C.**

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1954 Census of Business WHOLESALE TRADE

January 1956

Series: PW-1-29

NEW HAMPSHIRE

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

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The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

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

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

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

Active proprietors of unincorporated businesses

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

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November	Establishments	Sales	Establishments	Sales
			Payroll (Dollar)	Employees (Number)					
	(Number)	(\$1,000)	(Number)	(Number)	(Number)	(Number)	(Number)	(Number)	(\$1,000)
New Hampshire, total.....1954..	616	19,748	359,953	5,105	259	452	178,539	164	129,873
.....1948..	465	10,650	201,148	3,822	205	306	104,005	159	78,201
Bellamy County.....	31	687	117,771	179	9	21	5,896	10	3,924
Laconia.....	25	(D)	(D)	(D)	(D)	16	(D)	9	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	5	(D)	1	(D)
Carroll County.....	8	118	24,888	47	5	3	483	5	14,900
Chester County.....	41	1,281	224,672	326	16	25	14,421	16	8,051
Keene.....	32	976	172,254	217	9	22	13,772	10	4,024
Remainder of County.....	9	305	52,418	109	7	3	644	6	4,027
Cook County.....	43	642	123,262	205	30	25	5,403	18	7,197
Berlin.....	21	402	74,889	118	13	12	4,205	8	3,036
Remainder of County.....	22	240	44,873	87	15	12	1,198	10	3,161
Grafton County.....	42	645	130,058	207	21	24	3,456	18	10,000
Hillsborough County.....	249	10,762	190,265	2,562	78	149	102,540	20	55,751
Manchester.....	183	7,952	140,991	1,926	50	142	73,667	41	36,663
Nashua.....	44	2,543	447,799	558	15	39	26,796	5	17,240
Remainder of County.....	22	267	44,775	78	13	16	2,677	4	1,642
Merrimack County.....	65	2,229	414,006	586	23	21	20,920	14	9,704
Concord.....	49	1,024	364,056	468	13	38	15,006	11	8,482
Franklin.....	9	175	34,086	54	7	9	3,225	...	...
Remainder of County.....	7	230	44,865	64	3	4	1,779	3	722
Rockingham County.....	64	1,958	382,241	572	35	49	12,476	15	24,260
Portsmouth.....	35	1,172	224,630	332	20	29	10,481	6	10,166
Remainder of County.....	29	786	158,111	240	15	20	1,995	9	14,094
Stratford County.....	50	1,054	194,909	299	26	36	9,944	12	6,420
Rochester.....	22	656	124,409	172	7	14	2,621	8	4,004
Somersworth.....	12	138	24,592	45	9	12	1,634	...	...
Remainder of County.....	6	(D)	(D)	(D)	(D)	5	(D)	1	(D)
Sullivan County.....	10	(D)	(D)	(D)	(D)	7	(D)	3	(D)
Champlain.....	23	372	7,781	122	16	17	3,000	6	2,854
Remainder of County.....	17	275	5,875	88	11	11	2,307	6	2,854
.....	6	97	1,906	34	5	6	643	...	...

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

U.S. GOVERNMENT PRINTING OFFICE: 1953

NEW HAMPSHIRE (10 COUNTIES)

LEGEND

● PLACES OF 25,000 TO 100,000 (1950)

★ PLACES OF 100,000 AND OVER (1950)-NONE



STANDARD METROPOLITAN AREA

STANDARD METROPOLITAN AREA

CODE

087 MANCHESTER



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The Annex, Room 264
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555 Battery St.
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235 U. S. Courthouse
& Post Office Bldg.
Phone: 2-4755

SEATTLE 4, WASH.
809 Federal Office Bldg.
909 First Avenue
Phone: Mutual 3300, Ext. 496

PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes. Announcements concerning the bulletin series and the volumes may be obtained by filling out the form on the next page.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

ORDER BLANK

REQUESTS FOR ANNOUNCEMENTS OF 1954 CENSUS OF BUSINESS BULLETINS AND VOLUMES

To receive announcements concerning forthcoming 1954 Census of Business publications, complete this sheet, detach and mail to Bureau of the Census, Washington 25, D. C.

(Check appropriate boxes to show the series for which announcements are desired)

- | | | |
|--|---|---|
| <p>Retail Trade</p> <p><input type="checkbox"/> Area Bulletins</p> <p><input type="checkbox"/> Subject Bulletins</p> <p><input type="checkbox"/> Trade Bulletins</p> <p><input type="checkbox"/> Central Business District Bulletins</p> <p><input type="checkbox"/> Census Volumes</p> | <p>Wholesale Trade</p> <p><input type="checkbox"/> Area Bulletins</p> <p><input type="checkbox"/> Subject Bulletins</p> <p><input type="checkbox"/> Trade Bulletins</p> <p><input type="checkbox"/> Census Volumes</p> | <p>Selected Service Trades</p> <p><input type="checkbox"/> Area Bulletins</p> <p><input type="checkbox"/> Subject Bulletins</p> <p><input type="checkbox"/> Trade Bulletins</p> <p><input type="checkbox"/> Census Volumes</p> |
| <p><input type="checkbox"/> Public Merchandise Warehouses</p> <p><input type="checkbox"/> 1954 Census of Business—Puerto Rico</p> | | |

ORDERS FOR ADDITIONAL COPIES OF PRELIMINARY REPORTS OF 1954 CENSUS OF BUSINESS RESULTS

Three separate *preliminary* series of reports—for retail trade, for wholesale trade, and for selected service trades—are being issued. Each of these three preliminary series consists of a United States report and a report for each State. Orders for copies of preliminary reports should be sent to the Bureau of the Census, Washington 25, D. C. Payment must be included with your order. Make checks or money orders payable to Census, Department of Commerce. Government Printing Office coupons or authorizations to charge the amount to your account with the Superintendent of Documents will also be acceptable. In the last instance, please report your account number. **The cost of each report is 10 cents.**

Please indicate number of copies and the name of each State for which reports are requested:

RETAIL TRADE		WHOLESALE TRADE		SELECTED SERVICE TRADES	
No.	States requested	No.	States requested	No.	States requested
All Retail Trade reports. Price \$4.00		All Wholesale Trade reports. Price \$4.00		All Selected Service reports. Price \$4.00	

Total number of copies ordered: -----
(Number)

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Your Name -----

Street Address ----- City ----- Zone ----- State -----

DEPARTMENT OF COMMERCE

BUREAU OF THE CENSUS

WASHINGTON 25, D. C.

OFFICIAL BUSINESS

PENALTY FOR PRIVATE USE TO AVOID
PAYMENT OF POSTAGE, \$300

1954 Census of Business WHOLESALE TRADE

January 1956

Series: PW-1-30

NEW JERSEY

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

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

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



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

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

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

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Establishments, Sales, Payroll, and Personnel

County and city	Establishments (Number)	Payroll, entire year (\$1,000)	Total		Active proprietors of unincorporated businesses November (Number)	Merchant wholesalers		Other operating types	
			Payroll and paid employees, workweek ended nearest Nov. 15			Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
New Jersey, total.....1954..	6,002	354,378	6,826,682	77,755	3,859	5,693	2,954,453	1,209	2,834,484
	5,057	197,539	3,162,897	57,094	3,030	4,162	1,892,679	895	1,611,118
Atlantic County.....	229	7,053	128,692	1,737	170	183	63,196	46	33,719
Atlantic City.....	137	5,374	100,672	1,276	92	117	52,013	20	19,693
Hamorton.....	27	415	6,999	125	20	17	4,036	10	4,200
Flintville.....	16	372	6,663	66	15	12	2,032	4	4,233
Ventnor City.....	3	9	2	5	3	3	112	***	***
Remainder of County.....	46	883	15,989	265	40	34	5,003	12	5,473
Bergen County.....	660	35,211	686,058	7,657	349	50	263,253	120	24,767
Bergenfield.....	3	(D)	(D)	(D)	7	(D)	7	2	(D)
Bogota.....	8	(D)	(D)	(D)	(D)	(D)	(D)	1	(D)
Carlstad.....	13	(D)	(D)	(D)	(D)	12	(D)	2	(D)
Cliffside Park.....	13	(D)	(D)	(D)	(D)	12	(D)	1	(D)
Dumont.....	6	(D)	(D)	(D)	(D)	5	(D)	1	(D)
East Paterson.....	19	(D)	(D)	(D)	(D)	18	(D)	1	(D)
East Rutherford.....	22	11,776	22,629	248	17	5,495	18	4	15,935
Edgewater.....	45	1,998	38,511	419	23	31	12,087	14	15,224
Fair Lawn.....	29	29	(D)	(D)	(D)	26	(D)	3	(D)
Fairview.....	17	636	11,523	129	7	17	7,432	7	3
Fort Lee.....	9	(D)	(D)	(D)	(D)	8	(D)	1	(D)
Garfield.....	25	614	11,329	151	16	25	7,160	***	***
Glen Rock.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Hackensack.....	85	5,023	92,288	1,042	39	61	25,212	24	51,085
Hanover Heights.....	12	(D)	(D)	(D)	(D)	11	(D)	1	(D)
Leonia.....	4	(D)	(D)	(D)	(D)	3	(D)	2	(D)
Lodi.....	19	719	12,780	172	9	19	8,536	***	***
Lyndhurst.....	2	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Maywood.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
New Milford.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
North Arlington.....	11	(D)	(D)	(D)	(D)	9	(D)	2	(D)
Palisades Park.....	18	462	9,231	106	7	12	4,440	6	5,258
Paramus.....	11	(D)	(D)	(D)	(D)	10	(D)	2	(D)
Ridgefield Park.....	18	(D)	(D)	(D)	(D)	15	(D)	3	(D)
Ridgefield Park.....	8	(D)	(D)	(D)	(D)	7	(D)	1	(D)
Ridgefield Park.....	34	1,385	26,716	318	17	4	6,019	11	12,824
River Ridge.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Rutherford.....	15	363	5,986	64	6	11	1,578	4	2,177
Tenafly.....	14	206	4,198	42	9	9	2,247	5	2,247
Tenafly.....	13	(D)	(D)	(D)	(D)	11	(D)	2	(D)
Westwood.....	6	132	2,486	30	5	6	1,075	***	***
Wood-Ridge.....	11	465	9,076	105	2	11	4,472	***	***
Remainder of County.....	149	12,940	241,801	2,571	64	124	92,127	25	72,222
Burlington County.....	90	2,614	51,875	683	43	66	19,828	28	34,739
Bordentown.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Burlington.....	20	(D)	(D)	(D)	(D)	15	(D)	5	(D)
Palmyra.....	4	95	1,674	***	4	***	***	***	***
Remainder of County.....	65	85	(D)	(D)	(D)	47	(D)	18	(D)
Camden County.....	337	15,697	295,647	3,169	218	275	144,486	62	126,575
Auburn.....	6	(D)	(D)	(D)	(D)	5	(D)	1	(D)
Bellmaw.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Caden.....	218	10,794	204,254	2,513	156	180	110,925	38	84,149
Collingswood.....	12	(D)	(D)	(D)	(D)	10	(D)	2	(D)
Glaucusster City.....	12	(D)	(D)	(D)	(D)	11	(D)	1	(D)
Haddonfield.....	9	(D)	(D)	(D)	(D)	7	(D)	2	(D)
Haddon Heights.....	6	(D)	(D)	(D)	(D)	5	(D)	1	(D)
Remainder of County.....	72	2,923	46,791	631	40	56	17,562	16	21,454
Cape May County.....	49	1,641	15,864	210	27	37	7,582	12	6,201
Ocean City.....	21	1,121	11,501	22	4	5	590	3	1,117
Wildwood.....	27	701	11,059	137	13	23	5,489	4	2,619
Remainder of County.....	14	219	3,304	51	10	9	1,473	5	2,465
Cumberland County.....	164	3,178	85,931	1,452	108	128	32,722	36	27,890
Bridgeton.....	42	1,678	23,173	326	28	28	6,868	12	14,057
Milville.....	23	370	7,552	119	15	18	4,893	5	1,470
Vineland.....	78	1,581	33,029	475	62	62	16,727	16	10,794
Remainder of County.....	23	752	22,177	332	16	20	6,538	3	3,569
Essex County.....	1,849	104,266	1,980,191	21,517	1,024	1,222	836,271	327	819,219
Bellefield.....	30	1,122	34,925	319	1	1	12,286	5	8,025
Bloomfield.....	51	3,396	70,242	725	19	42	16,631	9	22,472
Calwell.....	7	(D)	(D)	(D)	(D)	6	(D)	1	(D)
East Orange.....	75	2,494	49,288	32	60	15	17,728	15	20,558
Glen Ridge.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***
Irvington.....	81	2,470	50,656	555	59	75	26,475	5	4,236
Jersey City.....	33	1,109	18,917	212	27	12	12,150	6	8,975
Newark.....	1,432	86,525	1,631,674	17,826	793	1,181	653,259	251	717,034
North Plainfield.....	20	1,030	17,870	177	7	16	6,331	4	2,737
Orange.....	422	21,068	41,041	478	28	36	9,906	6	10,294
South Orange.....	13	104	2,449	28	9	5	462	8	3,824
Vernon.....	5	(D)	(D)	(D)	(D)	4	(D)	4	(D)
West Orange.....	9	204	3,865	53	7	6	2,575	3	3,018
Remainder of County.....	50	(D)	(D)	(D)	(D)	38	(D)	12	(D)
Gloster County.....	81	2,922	58,485	821	62	63	35,641	18	34,463
Glassboro.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Paulsboro.....	8	(D)	(D)	(D)	(D)	6	(D)	2	(D)
Pitman.....	4	47	915	15	3	4	643	***	***
Woodbury.....	10	276	5,233	97	13	10	2,871	***	***
Remainder of County.....	57	2,133	38,935	587	40	42	24,419	15	21,824

Standard Note: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than 500. ... Represents zero.

4 PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE—Continued

Establishments, Sales, Payroll, and Personnel

County and city	Total				Merchant wholesalers		Other operating types		
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollar)	Employees (Number)					
Hudson County.....	951	59,707	1,133,083	12,458	495	821	533,638	130	479,889
Bayonne.....	71	51,999	1,061,521	11,090	40	65	43,088	6	42,239
Guttenberg.....	9	336	6,943	93	2	9	2,493	***	***
Harrison.....	40	2,628	55,214	585	15	30	18,969	10	21,971
Hoboken.....	109	61,951	1,169,933	11,503	63	101	64,622	8	81,510
Jersey City.....	485	31,740	614,670	6,517	225	370	299,735	75	327,860
Kearny.....	48	184	726	88	5	11	18,413	7	23,640
Secaucus.....	14	(D)	(D)	(D)	(D)	12	(D)	2	(D)
Union City.....	188	2,184	44,982	539	20	76	27,124	12	37,121
West New York.....	47	(D)	(D)	(D)	(D)	45	(D)	2	(D)
Remainder of County.....	80	4,664	90,665	958	35	72	42,629	8	4,646
Hunterdon County.....	46	1,219	25,118	368	41	21	3,823	25	20,829
Mercer County.....	301	17,029	328,382	3,891	163	227	111,716	74	116,388
Princeton.....	7	(D)	(D)	(D)	(D)	5	(D)	2	(D)
Trenton.....	243	13,087	253,605	3,054	136	190	92,042	53	75,661
Remainder of County.....	51	(D)	(D)	(D)	(D)	32	(D)	19	(D)
Middlesex County.....	284	18,676	367,607	4,028	152	241	115,210	43	232,256
Carteret.....	8	(D)	(D)	(D)	(D)	5	(D)	3	(D)
Dunellen.....	8	724	22,538	133	3	4	496	5	14,110
Highland Park.....	7	399	7,373	65	2	7	3,730	***	***
Metuchen.....	13	(D)	(D)	(D)	(D)	12	(D)	1	(D)
Middlesex.....	6	(D)	(D)	(D)	(D)	5	(D)	7	(D)
New Brunswick.....	74	3,605	68,289	828	37	64	30,129	10	13,822
Perth Amboy.....	74	8,228	122,305	1,139	39	67	38,372	7	103,448
Sayreville.....	2	(D)	(D)	(D)	(D)	2	(D)	***	(D)
South Amboy.....	7	(D)	(D)	(D)	(D)	6	(D)	1	(D)
South Plainfield.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
South River.....	11	(D)	(D)	(D)	(D)	10	(D)	1	(D)
Remainder of County.....	69	5,054	93,268	1,080	42	56	31,751	13	70,430
Monmouth County.....	250	8,139	143,792	1,918	138	202	74,179	48	33,120
Asbury Park.....	40	2,130	39,285	466	11	26	14,350	14	8,996
Freehold.....	117	131	5,199	59	12	12	5,693	5	2,456
Keansburg.....	6	153	3,286	44	1	6	1,517	***	***
Keyport.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Long Branch.....	4	849	16,048	213	3	19	13,411	1	5,377
Red Bank.....	22	1,020	16,473	214	9	18	6,165	4	7,487
Remainder of County.....	137	(D)	(D)	(D)	(D)	118	(D)	19	(D)
Morris County.....	138	4,074	85,218	964	66	113	41,069	25	19,798
Bontion.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Clatsonton.....	6	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Dover.....	20	(D)	(D)	(D)	(D)	18	(D)	2	(D)
Madison.....	6	(D)	(D)	(D)	(D)	6	(D)	***	***
Morristown.....	32	660	12,809	165	25	28	7,005	2	7,487
Remainder of County.....	69	2,009	42,679	497	22	57	21,116	6	7,197
Ocean County.....	97	2,007	39,939	666	72	74	26,758	23	14,764
Atlantic County.....	656	29,610	574,620	6,616	396	507	330,053	59	150,336
Clinton.....	96	7,992	143,331	1,777	39	86	72,529	10	42,009
Haledon.....	5	135	2,515	32	10	5	1,718	***	***
Hawthorne.....	18	(D)	(D)	(D)	(D)	15	(D)	3	(D)
Passaic.....	126	7,181	139,281	1,489	84	118	85,569	8	31,024
Paterson.....	374	12,736	252,277	2,884	247	304	143,019	34	56,469
Prospect Park.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***
Totowa.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Remainder of County.....	32	(D)	(D)	(D)	(D)	29	(D)	3	(D)
Salem County.....	37	745	21,221	245	31	26	7,127	11	6,196
Salem.....	10	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Penns Grove.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Remainder of County.....	22	300	6,934	130	20	14	3,493	8	4,531
Somerset County.....	68	2,718	56,745	582	31	62	24,806	6	15,323
Bound Brook.....	12	396	7,753	84	6	12	4,631	***	***
Mayville.....	2	(D)	(D)	(D)	(D)	2	(D)	***	***
North Plainfield.....	10	(D)	(D)	(D)	(D)	9	(D)	1	(D)
Raritan.....	2	(D)	(D)	(D)	(D)	2	(D)	***	***
Somerville.....	20	(D)	(D)	(D)	(D)	16	(D)	4	(D)
Remainder of County.....	22	(D)	(D)	(D)	(D)	21	(D)	1	(D)
Sussex County.....	32	579	10,606	179	19	21	4,382	11	10,047
Newton.....	12	879	41,192	711	6	11	1,933	2	2,141
Remainder of County.....	20	322	6,414	108	13	13	2,389	7	7,856
Union County.....	519	35,836	711,204	7,674	224	426	261,059	93	391,723
Elizabeth.....	155	9,945	197,464	2,104	74	131	58,835	24	84,491
Linden.....	41	3,858	67,343	758	14	34	23,882	7	121,500
Plainfield.....	43	1,426	25,023	313	13	36	10,523	7	10,115
Rahway.....	15	193	4,067	74	13	15	4,970	***	***
Roselle.....	13	(D)	(D)	(D)	(D)	12	(D)	1	(D)
Roselle Park.....	7	408	6,484	83	7	11	2,313	3	7,658
Summit.....	22	1,435	27,909	253	10	13	8,408	9	33,383
Westfield.....	23	544	10,822	121	9	20	5,941	3	1,077
Remainder of County.....	200	(D)	(D)	(D)	(D)	161	(D)	36	(D)
Warren County.....	64	1,457	29,403	410	30	48	17,486	16	13,562
Fittsburg.....	21	(D)	14,994	182	9	16	5,622	5	8,100
Remainder of County.....	43	716	14,409	228	21	32	11,884	11	9,463

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes. Announcements concerning the bulletin series and the volumes may be obtained by filling out the form on the next page.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

ORDER BLANK

REQUESTS FOR ANNOUNCEMENTS OF 1954 CENSUS OF BUSINESS BULLETINS AND VOLUMES

To receive announcements concerning forthcoming 1954 Census of Business publications, complete this sheet, detach and mail to Bureau of the Census, Washington 25, D. C.

(Check appropriate boxes to show the series for which announcements are desired)

- | | | |
|---|--|--|
| <p style="text-align: center;">Retail Trade</p> <input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Central Business District Bulletins
<input type="checkbox"/> Census Volumes | <p style="text-align: center;">Wholesale Trade</p> <input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Census Volumes

<input type="checkbox"/> Public Merchandise Warehouses
<input type="checkbox"/> 1954 Census of Business—Puerto Rico | <p style="text-align: center;">Selected Service Trades</p> <input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Census Volumes |
|---|--|--|

ORDERS FOR ADDITIONAL COPIES OF PRELIMINARY REPORTS OF 1954 CENSUS OF BUSINESS RESULTS

Three separate *preliminary* series of reports—for retail trade, for wholesale trade, and for selected service trades—are being issued. Each of these three preliminary series consists of a United States report and a report for each State. Orders for copies of preliminary reports should be sent to the Bureau of the Census, Washington 25, D. C. Payment must be included with your order. Make checks or money orders payable to Census, Department of Commerce. Government Printing Office coupons or authorizations to charge the amount to your account with the Superintendent of Documents will also be acceptable. In the last instance, please report your account number. The cost of each report is 10 cents.

Please indicate number of copies and the name of each State for which reports are requested:

RETAIL TRADE		WHOLESALE TRADE		SELECTED SERVICE TRADES	
No.	States requested	No.	States requested	No.	States requested
All Retail Trade reports. Price \$4.00		All Wholesale Trade reports. Price \$4.00		All Selected Service reports. Price \$4.00	

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1954 Census of Business WHOLESALE TRADE

January 1956

Series: PW-1-31

NEW MEXICO

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant Wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

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

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



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

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

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

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

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

EXPLANATION OF TERMS

Establishments

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

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

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

Sales

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

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

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

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

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

Active proprietors of unincorporated businesses

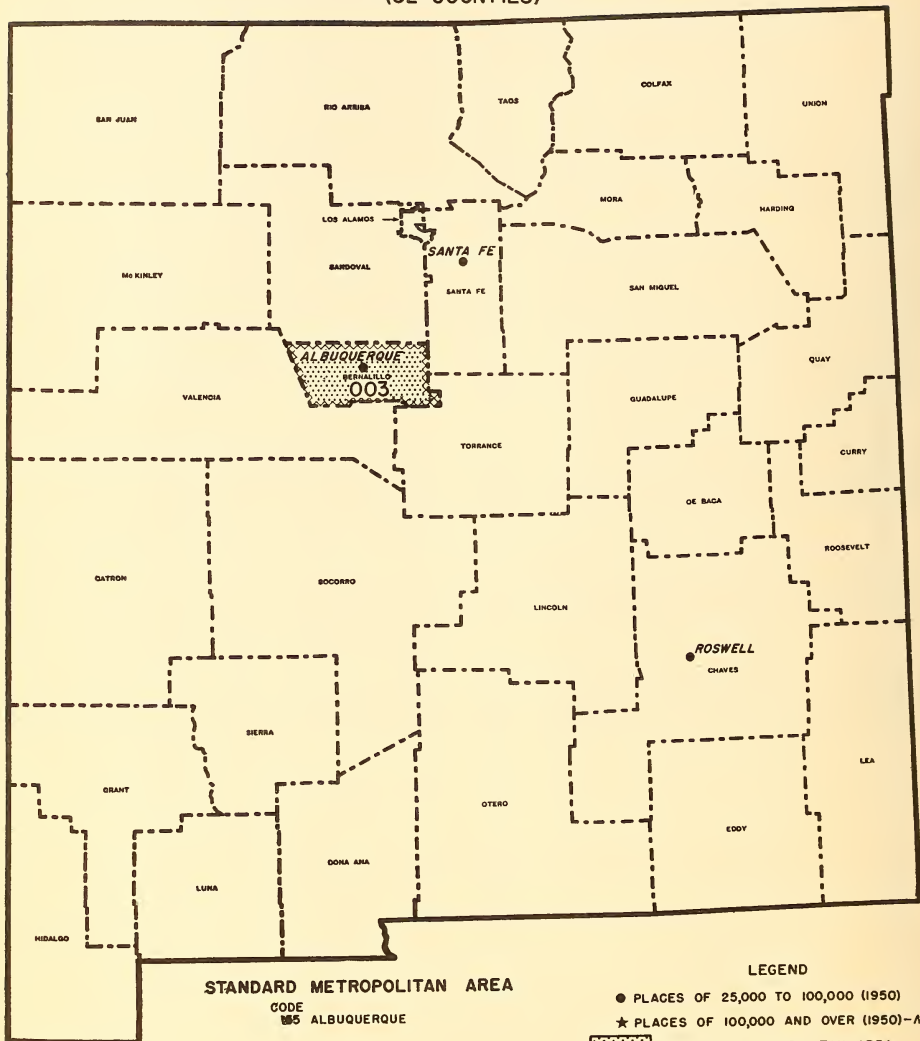
Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

Establishments, Sales, Payroll, and Personnel

County and city	Total				Merchant wholesalers		Other operating types		
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)	
			Payroll (Dollars)	Employees (Number)					Active proprietors of unincorporated businesses, November (Number)
New Mexico, total.....1954-1948.	1,003 663	27,450 12,103	584,528 242,543	7,741 4,351	703 499	630 362	281,472 148,389	373 301	168,420 104,210
Bernalillo County.....	310	13,504	285,298	3,386	220	233	127,989	77	54,160
Albuquerque.....	299	13,162	277,886	3,302	212	228	127,937	71	49,792
Remainder of County.....	11	342	7,412	94	8	5	552	6	4,478
Catron County.....	***	***	***	***	***	***	***	***	***
Chaves County.....	81	21,960	501,620	655	53	39	301,934	22	121,688
Roswell.....	76	(D)	(D)	(D)	53	36	(D)	20	(D)
Remainder of County.....	5	(D)	(D)	(D)	1	3	(D)	2	(D)
Colfax County.....	30	199	4,278	97	29	15	1,597	17	2,155
Reton.....	17	(U)	21,153	52	15	10	899	7	1,267
Remainder of County.....	13	92	21,125	45	14	3	698	10	1,088
Curry County.....	47	969	211,605	374	26	***	81,136	21	27,217
Clovis.....	41	(D)	(D)	(D)	(D)	25	(D)	16	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	1	(D)	5	(D)
De Baca County.....	6	(D)	(D)	(D)	(D)	1	(D)	5	(D)
Doña Ana County.....	45	928	19,612	282	28	25	14,900	20	7,129
Las Cruces.....	27	677	11,086	161	15	21	14,223	6	3,356
Remainder of County.....	18	251	8,526	121	13	4	677	14	3,776
Edgy County.....	65	1,150	28,339	548	43	***	10,666	22	10,361
Artesia.....	31	601	16,014	196	17	18	49,377	13	7,777
Carlsbad.....	32	(D)	(D)	(D)	(D)	24	(D)	8	(D)
Remainder of County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Grant County.....	21	367	81,974	112	14	14	31,310	7	11,722
Strom.....	13	253	61,327	80	3	4	24,727	3	11,928
Remainder of County.....	8	114	24,247	32	6	5	983	3	677
Guadalupe County.....	10	(D)	(D)	(D)	(D)	1	(D)	9	(D)
Harding County.....	3	20	(Z)	7	3	***	***	3	260
Hidalgo County.....	7	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Lea County.....	48	1,951	43,816	524	36	39	32,529	25	8,780
Hobbs.....	65	1,719	39,070	455	27	46	26,967	19	7,677
Remainder of County.....	19	232	4,746	69	9	13	3,562	6	1,103
Lincoln County.....	6	18	(Z)	9	5	***	***	6	705
Los Alamos County.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Luna County.....	12	164	4,231	98	11	6	862	6	1,553
Deming.....	9	74	1,201	27	10	6	862	3	503
Remainder of County.....	3	92	3,030	71	1	***	***	3	1,050
McKinley County.....	32	1,104	211,705	317	24	20	111,311	12	5,983
Callup.....	29	(D)	(D)	(D)	(D)	19	(D)	10	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Mora County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Otero County.....	11	101	2,170	44	12	4	941	7	2,148
Alamogordo.....	8	(D)	(D)	(D)	(D)	5	(D)	5	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Quay County.....	24	275	51,253	82	24	12	1,965	12	3,134
Tucuman.....	19	(D)	(D)	(D)	(D)	11	(D)	8	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)
Rio Arriba County.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)
Roosevelt County.....	20	167	4,076	65	22	8	1,538	12	2,329
Portales.....	17	(D)	(D)	(D)	(D)	6	(D)	11	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Sandoval County.....	3	11	(Z)	5	3	***	***	3	527
San Juan County.....	49	1,163	44,340	310	14	34	11,308	15	6,414
San Miguel County.....	26	390	7,683	153	16	15	2,662	11	1,824
Las Vegas (city).....	22	319	6,998	135	13	11	2,839	11	1,824
Las Vegas (town).....	1	(D)	(D)	(D)	(D)	1	(D)	***	***
Remainder of County.....	3	(D)	(D)	(D)	(D)	3	(D)	***	***
Santa Fe County.....	40	1,368	22,983	344	20	30	12,526	10	4,270
Santa Fe.....	39	(D)	(D)	(D)	(D)	24	(D)	10	(D)
Remainder of County.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***
Sierra County.....	4	(D)	(D)	(D)	(D)	1	(D)	3	(D)
Socorro County.....	12	53	1,015	19	13	4	599	8	1,521
Taos County.....	6	(D)	(D)	(D)	(D)	2	(D)	4	(D)
Torrance County.....	13	97	2,170	47	13	3	338	10	1,151
Valencia County.....	12	92	2,042	37	8	5	202	9	2,065
Valencia County.....	12	273	10,789	224	14	3	1,015	7	1,978

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

NEW MEXICO (32 COUNTIES)



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LOS ALAMOS

SANTA FE

MORA

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LUNA

HIDALGO

PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes. Announcements concerning the bulletin series and the volumes may be obtained by filling out the form on the next page.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

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(Check appropriate boxes to show the series for which announcements are desired)

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<input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
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ORDERS FOR ADDITIONAL COPIES OF PRELIMINARY REPORTS OF 1954 CENSUS OF BUSINESS RESULTS

Three separate *preliminary* series of reports—for retail trade, for wholesale trade, and for selected service trades—are being issued. Each of these three preliminary series consists of a United States report and a report for each State. Orders for copies of preliminary reports should be sent to the Bureau of the Census, Washington 25, D. C. Payment must be included with your order. Make checks or money orders payable to Census, Department of Commerce. Government Printing Office coupons or authorizations to charge the amount to your account with the Superintendent of Documents will also be acceptable. In the last instance, please report your account number. **The cost of each report is 10 cents.**

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1954 Census of Business WHOLESALE TRADE

February 1956

Series: PW-1-32

NEW YORK

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

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

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



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

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

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paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

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

EXPLANATION OF TERMS

Establishments

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

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

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

Sales

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

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

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

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

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

Active proprietors of unincorporated businesses

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

PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE

Establishments, Sales, Payroll, and Personnel

County and city	Total				Merchant wholesalers		Other operating types		
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)	
			Payroll (Dollar)	Employees (Number)					Active proprietors of unincorporated businesses, November (Number)
New York, total.....1954..	37,985	1,926,135	36,368,479	384,437	20,252	29,970	21,609,696	8,006	27,660,243
.....1948..	36,318	1,959,252	29,498,266	384,100	20,350	27,920	17,705,211	8,568	23,229,616
Albany County.....	546	29,988	561,510	6,729	213	382	266,559	168	258,821
Albany.....	17	(D)	(D)	(D)	(D)	14	(D)	3	(D)
Cobleskill.....	10	318	516,556	55	4	0	2,868	***	***
Waterkill.....	90	(D)	(D)	(D)	(D)	12	(D)	***	25
Remainder of County.....	47	712	121,973	225	35	36	6,377	11	2,712
Allegheny County.....	15	342	516,858	112	8	12	3,632	3	548
Warville.....	22	370	711,15	113	27	24	2,745	8	2,164
Remainder of County.....	1,323	49,302	9,81,624	11,283	932	1,143	594,596	80	148,649
Bronx County (Bronx Borough part of New York City).....	235	12,578	238,732	3,081	98	174	87,066	61	86,350
Broome County.....	180	81,711	1,615,12	2,179	76	143	76,870	37	25,657
Binghamton.....	15	(D)	(D)	(D)	(D)	12	(D)	2	(D)
Johnson City.....	12	1,338	255,280	335	7	7	4,680	5	17,329
Remainder of County.....	28	(D)	(D)	(D)	(D)	12	(D)	16	(D)
Cattaraugus County.....	78	2,070	371,600	562	48	59	181,338	19	10,046
Dunkirk.....	48	1,298	251,138	376	38	38	131,919	10	6,632
Getzville.....	9	82	11,942	33	8	6	1,045	3	909
Salamanca.....	21	593	101,923	153	15	15	3,774	6	2,905
Remainder of County.....	82	1,772	39,483	701	52	61	15,045	21	9,591
Cayuga County.....	62	1,249	231,917	363	40	52	11,525	10	4,781
Adrian.....	20	523	118,566	338	12	9	3,620	11	4,810
Remainder of County.....	172	5,238	103,890	1,828	28	128	53,655	48	31,233
Chautauque County.....	23	376	71,537	106	19	20	6,483	3	1,552
Dunkirk.....	100	3,246	59,150	788	48	75	37,955	25	10,605
Jamestown.....	49	1,712	37,203	534	32	33	9,237	16	19,176
Remainder of County.....	149	7,585	131,717	1,848	62	111	65,995	33	51,141
Chemung County.....	101	6,177	108,317	1,531	42	86	59,275	23	26,517
Elmira Heights.....	22	(D)	(D)	(D)	(D)	14	(D)	8	(D)
Elmira.....	44	1,813	311,963	495	24	20	13,716	24	25,440
Northport.....	21	1,160	211,628	299	15	15	10,491	6	12,184
Remainder of County.....	23	523	101,339	336	12	9	3,425	8	13,256
Chemung County.....	74	1,813	32,872	488	21	47	16,297	27	19,887
Clinton County.....	55	1,577	281,285	346	26	36	14,527	19	16,517
Plattsburgh.....	19	236	41,874	74	15	11	1,770	8	3,370
Remainder of County.....	44	900	151,460	253	25	28	5,300	16	9,275
Columbia County.....	21	539	81,684	129	16	15	2,547	6	4,125
Hudson.....	23	561	67,776	126	9	13	2,753	10	5,850
Remainder of County.....	40	836	151,803	227	25	28	8,602	12	5,616
Cortland County.....	24	341	101,528	146	20	20	6,983	4	11,046
Cortland.....	16	295	51,279	81	7	8	1,819	8	4,522
Remainder of County.....	44	810	141,004	245	28	18	3,412	26	13,266
Delaware County.....	160	5,369	101,462	1,304	80	117	36,048	43	24,683
Delaware.....	12	(D)	(D)	(D)	(D)	10	(D)	2	(D)
Poughkeepsie.....	122	4,670	89,320	1,128	56	91	32,061	31	19,936
Remainder of County.....	26	(D)	(D)	(D)	(D)	16	(D)	10	(D)
Eric County.....	1,637	95,295	1,826,926	20,468	797	1,148	816,867	489	1,081,600
Buffalo.....	1,435	87,101	1,666,128	18,666	678	1,058	767,976	427	1,003,705
Dodge.....	7	(D)	(D)	(D)	(D)	6	(D)	1	(D)
Hamburg.....	12	120	2,119	29	5	8	1,158	4	1,360
Hempstead.....	28	922	161,673	214	22	13	5,908	7	7,273
Lackawanna.....	16	(D)	(D)	(D)	(D)	15	(D)	1	(D)
Lancaster.....	12	(D)	(D)	(D)	(D)	10	(D)	2	(D)
Tonawanda.....	38	2,132	60,486	180	28	10	11,948	10	33,563
Remainder of County.....	92	2,584	491,414	620	57	60	17,340	32	33,067
Essex County.....	32	755	131,791	203	17	21	4,435	11	4,451
Sarasac Lake (part).....	1	(D)	(D)	(D)	(D)	***	(D)	1	(D)
Remainder of County.....	31	(D)	(D)	(D)	(D)	21	(D)	10	(D)
Franklin County.....	54	1,151	211,705	241	38	36	11,990	18	11,418
Malone.....	38	560	101,690	136	21	15	9,408	7	2,978
Sarasac Lake (part).....	13	347	61,596	108	6	9	1,886	4	3,977
Remainder of County.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)
Tupper Lake.....	3	(D)	(D)	(D)	(D)	3	(D)	3	(D)
Remainder of County.....	85	1,665	291,894	417	36	70	17,291	15	9,196
Fulton County.....	63	1,285	318,376	319	29	51	12,915	12	8,085
Glensville.....	19	348	61,350	94	9	16	4,312	3	1,111
Johnstown.....	3	12	(Z)	4	2	3	64	***	***
Remainder of County.....	57	1,790	33,492	476	38	31	10,613	26	17,681
Genesee County.....	21	1,102	221,584	316	31	31	6,724	15	12,868
Bataravia.....	21	685	101,906	162	20	10	3,889	11	4,817
Remainder of County.....	22	689	121,059	167	10	17	6,756	5	2,469
Greene County.....	12	(D)	(D)	(D)	(D)	9	(D)	2	(D)
Catskill.....	10	(D)	(D)	(D)	(D)	8	(D)	2	(D)
Remainder of County.....	1	(D)	(D)	(D)	(D)	***	(D)	***	(D)
Hamilton County.....	1	(D)	(D)	(D)	(D)	***	(D)	***	(D)

Standard Note: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

4 PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE—Continued

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek end nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Herkimer County.....	44	807	161,083	261	25	27	5,266	17	9,652
Frankfort.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***
Herkimer.....	7	(D)	(D)	(D)	(D)	5	(D)	2	(D)
Ticonderoga.....	6	(D)	(D)	(D)	(D)	5	(D)	1	(D)
Little Falls.....	9	(D)	(D)	(D)	(D)	7	(D)	2	(D)
Remainder of County.....	21	376	7,751	131	10	9	1,281	12	4,657
Jefferson County.....	111	3,209	56,286	907	56	76	24,488	35	20,855
Watertown.....	72	2,435	38,899	655	28	52	20,977	20	8,751
Remainder of County.....	39	776	17,387	252	28	24	3,511	15	12,124
Kings County (Brooklyn Borough part of New York City).....	3,339	124,114	2,410,319	28,452	2,439	3,143	1,303,754	196	623,632
Lewis County.....	11	221	4,490	66	5	3	1,414	8	5,007
Livingston.....	40	778	14,817	271	24	14	3,470	26	18,928
Danville.....	6	(D)	(D)	(D)	(D)	3	(D)	3	(D)
Remainder of County.....	34	(D)	(D)	(D)	(D)	11	(D)	23	(D)
Madison County.....	81	1,076	19,608	261	25	26	6,508	15	7,458
Oneida.....	18	440	8,723	111	10	15	5,915	3	1,056
Remainder of County.....	23	634	10,881	150	15	11	2,588	12	6,390
Montgomery County.....	805	43,394	794,753	9,605	373	571	325,934	234	350,126
East Rochester.....	8	(D)	(D)	(D)	(D)	7	(D)	1	(D)
Fairport.....	2	(D)	(D)	(D)	(D)	2	(D)	***	***
Rochester.....	744	41,418	758,041	9,112	332	538	316,713	326	329,225
Remainder of County.....	51	(D)	(D)	(D)	(D)	24	(D)	27	(D)
Montgomery County.....	67	1,833	34,377	522	33	42	14,431	25	16,818
Amsterdam.....	48	1,431	26,403	400	24	37	13,640	11	6,114
Remainder of County.....	19	402	7,974	122	9	5	791	14	10,504
Nassau County.....	825	37,361	731,427	7,903	428	703	303,044	122	262,401
Cedarhurst.....	4	75	921	21	5	4	704	***	***
East Rochesburg.....	1	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Floral Park.....	21	(D)	(D)	(D)	(D)	20	(D)	1	(D)
Freeport.....	46	1,414	25,410	316	24	13	10,075	3	1,741
Garden City.....	34	2,377	40,652	511	36	28	17,502	6	6,173
Glen Cove.....	13	(D)	(D)	(D)	(D)	10	(D)	3	(D)
Great Neck.....	27	782	17,628	176	28	4	4,696	7	23,205
Hempstead.....	34	3,652	75,184	807	38	60	28,776	12	28,561
Long Beach.....	10	(D)	(D)	(D)	(D)	9	(D)	1	(D)
Lynbrook.....	51	(D)	(D)	(D)	(D)	50	(D)	1	(D)
Malverne.....	5	9	996	13	6	5	887	***	***
Minerva.....	98	5,366	106,500	1,084	36	74	37,161	14	47,789
New Hyde Park.....	25	2,591	48,778	481	14	28	10,477	8	10,206
Niagara Centre.....	25	1,686	31,395	308	20	28	6,396	6	15,830
Valley Stream.....	32	3,101	58,951	702	13	29	18,217	3	3,052
Westbury.....	37	2,071	38,954	417	21	29	16,964	8	9,633
Williston Park.....	7	114	985	14	5	7	499	***	***
Remainder of County.....	316	10,860	220,751	2,360	165	267	101,401	49	109,172
New York County (Manhattan Borough part of New York City).....	22,151	1,215,869	22,792,374	223,693	11,195	17,259	15,411,319	4,892	21,937,380
Niagara County.....	159	5,678	106,705	1,374	88	123	35,617	36	29,149
Lockport.....	38	924	18,401	258	22	30	7,430	8	3,577
Niagara Falls.....	92	2,032	49,714	661	48	63	19,324	19	20,192
Remainder of County.....	22	(D)	(D)	(D)	(D)	20	(D)	2	(D)
Remainder of County.....	17	(D)	(D)	(D)	(D)	10	(D)	7	(D)
Oneida County.....	339	12,343	229,888	3,257	161	256	115,859	83	98,268
Home.....	38	1,010	18,603	260	19	31	7,028	7	24,273
Utica.....	219	9,407	184,632	2,635	125	200	97,739	53	53,092
Remainder of County.....	52	1,286	26,655	362	17	25	11,092	27	20,903
Ontario County.....	750	44,106	875,533	10,110	313	478	295,425	272	527,365
Oranestown.....	64	38,481	762,593	8,876	276	424	265,653	240	464,505
Remainder of County.....	86	5,625	112,940	1,234	37	54	31,772	32	62,862
Ontario County.....	66	1,504	29,174	402	29	39	11,679	27	22,790
Canandigua.....	15	465	9,217	110	7	10	6,394	5	5,386
Geneva.....	726	32	15,673	195	15	22	3,604	10	8,897
Remainder of County.....	19	313	6,284	97	6	7	1,681	12	8,507
Orange County.....	217	71,354	1,356,614	1,779	115	164	57,185	53	46,557
Middleton.....	56	1,786	30,151	407	37	43	14,837	13	8,942
Newburgh.....	92	3,908	72,031	959	43	75	28,679	17	19,075
Port Jervis.....	30	385	7,078	108	13	16	4,963	4	3,806
Remainder of County.....	49	1,275	26,354	308	22	30	8,906	19	18,117
Orleans County.....	30	802	13,600	225	23	18	6,238	12	4,222
Medina.....	8	(D)	(D)	(D)	(D)	7	(D)	1	(D)
Remainder of County.....	22	(D)	(D)	(D)	(D)	11	(D)	11	(D)
Oswego County.....	66	1,816	31,656	467	44	42	9,701	24	9,701
Pulton.....	14	342	6,278	91	9	10	1,537	4	1,376
Oswego.....	30	1,066	10,250	164	22	23	4,981	13	3,806
Remainder of County.....	22	888	15,128	212	13	9	3,183	13	4,426
Otego County.....	52	947	17,783	309	34	36	8,874	16	8,242
Oneonta.....	37	672	12,654	214	24	26	6,970	11	5,532
Remainder of County.....	15	275	5,129	95	10	10	1,904	5	2,710
Pulaski County.....	11	138	2,834	36	7	7	1,369	4	1,363

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PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES: CITIES OF 5,000 INHABITANTS OR MORE—Continued 5

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Queens County (Queens borough part of New York City).....	1,581	111,066	2,109,361	22,487	760	1,389	864,683	196	1,173,630
Rensselaer County.....	142	6,694	1,266,336	11,570	67	113	61,431	29	55,283
Rensselaer.....	18	1,302	281,823	257	3	10	13,992	8	31,173
Troy.....	101	4,677	82,687	1,166	88	44	44,825	8	11,717
Remainder of County.....	23	715	144,646	147	12	15	2,634	8	124,393
Richmond County (Richmond Borough part of New York City).....	113	3,668	66,119	844	78	105	30,034	8	13,911
Rockland County.....	77	2,847	46,885	594	59	66	27,781	11	6,816
Haverstraw.....	9	200	3,403	4	3	6	2,323	3	683
Hunch.....	12	(D)	(D)	(D)	(D)	11	(D)	1	(D)
Remainder of County.....	56	(D)	(D)	(D)	(D)	49	(D)	7	(D)
St. Lawrence County.....	100	2,361	44,858	707	52	65	16,152	35	26,823
Massena.....	21	291	26,603	76	11	15	2,107	6	1,449
Ogdenburg.....	22	709	12,954	203	10	16	5,087	6	7,822
Potsdam.....	15	456	9,766	122	9	12	4,155	3	2,949
Remainder of County.....	42	905	17,235	376	22	22	4,803	20	14,704
Saratoga County.....	48	1,411	26,144	351	22	31	6,992	17	11,953
Mechanicville.....	6	(D)	(D)	(D)	(D)	5	(D)	1	(D)
Saratoga Springs.....	24	800	14,847	221	9	18	5,201	6	3,130
Remainder of County.....	18	(D)	(D)	(D)	(D)	8	(D)	10	(D)
Schenectady County.....	143	5,689	106,315	1,417	73	114	57,136	29	26,596
Schenectady.....	131	5,330	100,078	1,322	60	105	55,295	26	24,939
Scotia.....	4	54	1,078	17	5	4	585	***	***
Remainder of County.....	8	261	5,159	78	8	5	1,256	3	2,007
Schoharie County.....	14	270	5,362	80	6	6	1,060	8	6,578
Schuyler County.....	9	(D)	(D)	(D)	(D)	5	(D)	4	(D)
Seneca Falls.....	22	504	10,603	146	9	10	3,455	12	8,051
Seneca Falls.....	7	(D)	(D)	(D)	(D)	5	(D)	2	(D)
Remainder of County.....	15	(D)	(D)	(D)	(D)	5	(D)	10	(D)
Steuben County.....	85	1,450	29,518	506	52	53	12,327	32	16,027
Bath.....	9	136	2,636	57	7	7	621	4	2,437
Corning.....	16	293	5,965	88	12	16	3,868	***	***
Hornell.....	24	440	9,417	139	15	18	6,417	6	2,615
Remainder of County.....	36	609	12,707	222	18	14	3,121	10	10,975
Suffolk County.....	354	1,090	20,796	2,455	192	280	87,666	74	89,570
Andover.....	10	(D)	(D)	(D)	(D)	10	(D)	3	(D)
Belton.....	10	(D)	(D)	(D)	(D)	9	(D)	1	(D)
Lislehurst.....	19	445	7,557	112	7	19	5,369	***	***
Canastota.....	28	1,022	20,561	222	23	23	11,292	6	7,166
Remainder of County.....	283	(D)	(D)	(D)	(D)	219	(D)	64	(D)
Sullivan County.....	108	1,959	31,916	462	83	82	22,104	26	9,624
Tioga County.....	16	433	8,125	113	6	9	4,739	7	2,664
Tioga.....	9	210	3,823	58	5	5	1,901	4	1,850
Waverly.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***
Remainder of County.....	6	(D)	(D)	(D)	(D)	3	(D)	3	(D)
Township County.....	59	1,625	31,025	479	39	39	11,393	20	11,717
Tioga.....	46	1,045	23,468	368	34	33	8,472	13	9,136
Remainder of County.....	13	366	7,457	111	5	6	2,911	7	2,581
Ulster County.....	136	3,820	72,300	1,029	82	109	43,945	27	22,498
Kingston.....	84	2,474	46,828	675	55	71	34,832	13	7,677
Remainder of County.....	52	1,346	25,472	359	27	38	9,113	14	14,811
Warren County.....	73	2,770	49,821	692	39	54	15,198	19	10,522
Glens Falls.....	59	2,860	45,574	722	30	46	14,231	12	8,408
Remainder of County.....	14	210	4,847	80	8	8	947	6	2,494
Washington County.....	34	1,141	20,970	365	18	22	5,052	12	8,394
Rudon Falls.....	9	428	7,168	109	2	9	1,936	***	***
Remainder of County.....	25	713	13,802	256	16	13	3,116	12	8,394
Wayne County.....	72	2,404	49,310	566	34	38	21,659	34	25,468
Newark.....	16	704	17,167	156	5	11	4,224	5	12,616
Remainder of County.....	56	1,700	32,143	410	29	27	17,435	29	13,652
Westchester County.....	213	39,448	796,217	8,336	440	668	309,634	145	299,418
Bronxville.....	12	(D)	(D)	(D)	(D)	9	(D)	3	(D)
Dobbs Ferry.....	6	40	(Z)	9	2	6	819	***	***
Hastings on Hudson.....	4	(D)	(D)	(D)	(D)	1	(D)	3	(D)
Larchmont.....	9	(D)	(D)	(D)	(D)	7	(D)	2	(D)
Mount Pleasant.....	39	1,912	39,997	392	13	34	14,077	5	5,185
New Rochelle.....	11	256	5,171	52	4	11	2,444	***	***
North York.....	153	9,580	183,284	2,063	83	121	54,256	32	72,236
New Rochelle.....	81	2,787	54,255	532	44	69	37,261	12	13,606
New Rochelle.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***
North Tarrytown.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Ostling.....	12	(D)	(D)	(D)	(D)	10	(D)	2	(D)
Peekskill.....	36	802	14,362	116	(D)	30	10,098	4	6,828
Pelham Manor.....	16	1,320	28,662	264	6	11	7,415	5	20,852
Port Chester.....	41	1,092	20,403	232	19	37	15,219	4	3,875
Rye.....	10	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Scarsdale.....	14	116	2,277	25	7	9	1,243	5	3,519

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6 PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE—Continued
 Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Westchester County—Con.....									
Tarrytown.....	8	1,997	53,599	364	2	8	11,621	...	...
Tuckahoe.....	10	(D)	(D)	(D)	(D)	8	(D)	2	(D)
White Plains.....	111	6,386	125,964	1,287	49	85	33,879	26	46,068
Yonkers.....	181	8,216	164,307	1,807	125	157	80,550	24	38,459
Remainder of County.....	62	2,701	67,043	779	39	48	26,900	14	18,798
Wyoming County.....	17	194	3,776	86	13	10	752	7	3,777
Yates County.....	24	522	8,048	158	11	13	4,901	11	4,093
Penn Yan.....	17	(D)	(D)	(D)	(D)	11	(D)	6	(D)
Remainder of County.....	7	(D)	(D)	(D)	(D)	2	(D)	5	(D)

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PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

1954 Census of Business WHOLESALE TRADE

January 1956

Series: PW-1-33

NORTH CAROLINA

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

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

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



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

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

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

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

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

EXPLANATION OF TERMS

Establishments

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

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

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

Sales

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

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

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

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

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

Active proprietors of unincorporated businesses

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

Establishments, Sales, Payroll, and Personnel

County and city	Total				Merchant wholesalers		Other operating types		
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, week ended nearest Nov. 15		Active proprietors of unincorporated businesses November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
North Carolina, total.....1954.. 1948..	4,750 3,690	162,659 102,530	3,332,982 2,125,818	50,660 41,037	2,840 2,300	2,957 1,984	1,514,173 1,022,714	1,793 1,706	2,651,985 2,034,110
Alamance County.....	70	1,912	38,587	627	43	49	16,265	21	18,379
Burlington.....	50	1,451	29,457	450	37	40	14,024	10	13,231
Greensboro.....	9	(D)	(D)	(D)	(D)	2	(D)	3	(D)
Remainder of County.....	15	(D)	(D)	(D)	(D)	7	(D)	8	(D)
Alexander County.....	11	98	1,777	53	7	5	848	6	1,043
Allegheny County.....	1	(D)	(D)	(D)	(D)	...	...	1	(D)
Anson County.....	16	369	8,013	103	4	10	3,192	6	2,533
Ash County.....	11	448	7,604	146	10	4	1,592	7	5,608
Avery County.....	3	16	(Z)	7	1	...	...	3	463
Beaufort County.....	50	1,386	28,206	544	39	29	15,123	21	21,653
Washington.....	33	1,026	21,433	416	23	12	12,357	10	9,418
Remainder of County.....	17	362	6,573	130	17	6	2,766	11	11,835
Bertie County.....	15	158	4,773	110	18	5	1,364	10	3,202
Bladen County.....	20	410	9,436	223	13	6	3,097	14	9,481
Brunswick County.....	3	106	2,553	29	1	3	1,940	...	...
Buncombe County.....	105	6,990	138,449	2,302	86	134	64,344	51	52,325
Asheville.....	154	5,747	113,807	1,863	67	110	56,496	44	41,533
Remainder of County.....	31	1,243	24,642	439	19	24	7,852	7	10,793
Burke County.....	57	836	9,294	148	17	19	6,213	8	2,589
Morganton.....	20	(D)	(D)	(D)	(D)	14	(D)	4	(D)
Remainder of County.....	7	(D)	(D)	(D)	(D)	5	(D)	2	(D)
Cabarrus County.....	44	1,013	19,323	322	28	30	8,195	14	15,844
Concord.....	22	(D)	(D)	(D)	(D)	15	(D)	7	(D)
Remainder of County.....	22	(D)	(D)	(D)	(D)	15	(D)	7	(D)
Caldwell County.....	27	1,395	41,084	336	26	20	9,337	7	26,531
Lenoir.....	16	(D)	(D)	(D)	(D)	13	(D)	3	(D)
Remainder of County.....	11	(D)	(D)	(D)	(D)	7	(D)	4	(D)
Casden County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Carteret County.....	45	747	16,874	317	39	36	6,140	9	15,470
Wendell City.....	12	242	4,395	71	12	12	2,132	10	14,421
Remainder of County.....	33	507	12,479	246	27	29	4,008	4	1,049
Caswell County.....	1	(D)	(D)	(D)	(D)	...	...	...	...
Catawba County.....	88	2,767	57,461	858	89	88	32,153	20	9,367
Hickory.....	59	2,011	42,102	621	37	50	25,929	9	5,315
Newkirk.....	8	(D)	(D)	(D)	(D)	6	(D)	2	(D)
Remainder of County.....	21	(D)	(D)	(D)	(D)	12	(D)	9	(D)
Chatham County.....	15	164	4,063	56	16	10	4,278	5	2,315
Cherokee County.....	17	176	4,034	70	13	13	6,737	6	2,449
Chowan County.....	14	334	10,069	266	6	5	2,402	9	9,234
Clay County.....	1	(D)	(D)	(D)	(D)	1	(D)	...	...
Cleveland County.....	45	1,264	24,435	418	39	33	20,160	12	13,412
King Mountain.....	32	(D)	(D)	(D)	(D)	4	(D)	3	(D)
Shelby.....	3	1,064	20,679	340	24	25	14,035	3	7,835
Remainder of County.....	6	(D)	(D)	(D)	(D)	4	(D)	2	(D)
Colombus County.....	59	1,189	26,177	533	56	27	15,688	32	42,565
Crawen County.....	57	1,426	23,470	448	38	41	16,491	16	8,274
New Bern.....	41	936	18,010	275	25	29	8,746	12	6,975
Remainder of County.....	16	490	5,460	173	9	12	7,745	4	1,299
Cumberland County.....	91	2,734	56,701	959	55	73	26,599	18	21,336
Fayetteville.....	75	2,439	49,496	844	48	61	24,594	14	11,769
Remainder of County.....	16	295	7,205	115	7	12	2,361	4	9,567
Currituck County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Dare County.....	4	(D)	(D)	(D)	(D)	1	(D)	3	(D)
Davidson County.....	38	729	14,469	214	30	24	6,250	14	10,931
Lexington.....	16	245	4,740	80	14	13	2,294	3	2,360
Thomasville.....	9	223	4,565	53	7	5	1,732	4	5,101
Remainder of County.....	13	261	5,164	81	9	6	2,224	7	3,477
Davie County.....	9	74	1,538	31	9	5	806	4	1,142
Duplin County.....	33	524	11,590	353	29	12	13,661	21	13,724
Durham County.....	130	4,166	82,126	1,390	78	99	33,325	31	43,093
Raleigh.....	109	3,616	71,677	1,212	66	84	31,042	25	38,466
Remainder of County.....	21	550	10,456	178	12	15	2,283	6	4,125

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

4 PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE—Continued

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Edgecombe County.....	68	1,632	35,839	679	32	37	16,650	31	29,178
Rocky Mount (part).....	37	11,775	257,735	417	15	24	97,704	13	13,667
Tarboro.....	17	243	6,159	186	12	9	3,355	8	7,638
Remainder of County.....	14	214	3,946	76	5	4	1,650	10	7,873
Forsyth County.....	191	7,771	167,512	2,401	125	139	63,640	52	78,617
Winston-Salem.....	177	(D)	(D)	(D)	(D)	126	(D)	51	(D)
Remainder of County.....	14	(D)	(D)	(D)	(D)	13	(D)	1	(D)
Franklin County.....	15	241	3,956	100	16	7	933	8	5,254
Gaston County.....	114	3,430	62,008	943	70	79	88,020	35	82,118
Belmont.....	10	319	5,894	76	8	7	1,648	3	16,852
Gastonia.....	82	2,850	51,691	773	44	57	83,265	25	60,926
Remainder of County.....	22	261	4,423	94	18	15	3,107	7	4,340
Gates County.....	4	26	519	12	2	***	***	4	1,730
Graham County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Grahamville County.....	14	339	8,171	225	18	7	2,945	7	16,520
Oxford.....	10	(D)	(D)	(D)	(D)	3	(D)	7	(D)
Remainder of County.....	4	(D)	(D)	(D)	(D)	4	(D)	***	***
Greene County.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)
Gulfport County.....	439	20,638	405,659	4,760	187	269	154,483	170	251,213
Greensboro.....	275	14,722	290,862	3,323	101	167	116,233	108	141,600
High Point.....	124	4,139	82,562	1,038	70	84	32,475	40	87,047
Remainder of County.....	40	1,777	32,235	399	16	18	5,775	22	62,566
Halifax County.....	62	925	21,789	463	34	41	12,290	21	91,889
Rossmore Rapids.....	21	385	7,740	127	8	17	4,615	4	1,982
Remainder of County.....	41	540	14,049	336	26	24	7,675	17	7,790
Harnett County.....	43	541	10,956	206	32	28	8,368	15	6,708
Dunn.....	33	445	9,265	176	29	23	6,984	10	5,566
Remainder of County.....	10	96	1,691	30	3	5	1,384	5	1,142
Haywood County.....	26	414	10,461	163	13	15	4,447	11	2,389
Waynesville.....	13	230	8,001	99	5	8	3,666	5	867
Remainder of County.....	13	184	4,160	64	8	7	781	6	1,522
Henderson County.....	33	739	15,376	284	23	21	7,514	12	5,050
Hendersonville.....	28	(D)	(D)	(D)	(D)	19	(D)	6	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	2	(D)	3	(D)
Hertford County.....	25	884	18,238	346	24	14	10,677	11	10,814
Hoke County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Hyde County.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Iredell County.....	55	924	22,166	323	42	39	11,704	16	10,372
Mocksville.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Statesville.....	16	(D)	13,472	196	21	24	6,892	11	7,932
Remainder of County.....	4	(D)	(D)	(D)	(D)	12	(D)	4	(D)
Jackson County.....	7	91	2,108	34	3	4	263	3	1,789
Johnston County.....	54	921	20,417	428	42	27	8,594	27	33,252
Smithfield.....	23	432	10,959	234	19	13	3,255	10	19,828
Remainder of County.....	31	489	9,558	194	23	14	5,339	17	13,529
Jones County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Lee County.....	14	781	15,292	273	26	19	10,189	15	8,508
Sanford.....	31	(D)	(D)	(D)	(D)	18	(D)	13	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Lenoir County.....	74	2,093	39,526	1,032	64	37	19,609	37	58,473
Kinston.....	56	1,719	32,838	841	42	30	16,036	26	43,486
Remainder of County.....	18	374	6,688	191	22	7	3,573	11	14,987
Lincoln County.....	19	336	5,612	98	14	14	7,365	5	7,012
Lincolnton.....	11	(D)	(D)	(D)	(D)	10	(D)	1	(D)
Remainder of County.....	8	(D)	(D)	(D)	(D)	4	(D)	4	(D)
McDowell County.....	14	271	6,985	91	10	8	4,390	6	2,152
Macon County.....	8	(D)	(D)	(D)	(D)	6	(D)	2	(D)
Malden County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Martin County.....	23	480	11,802	278	23	7	3,854	16	17,140
Mecklenburg County.....	750	44,659	878,727	10,435	242	451	324,516	299	1,000,008
Charlotte.....	689	41,439	811,291	9,652	219	406	303,143	283	951,143
Remainder of County.....	61	3,220	66,436	783	23	45	21,373	16	48,865
Mitchell County.....	9	244	4,456	63	5	6	2,314	3	2,203
Montgomery County.....	15	168	3,013	60	15	8	1,701	7	5,820
Moore County.....	26	410	8,614	147	20	12	5,634	14	7,556

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

¹Rocky Mount is in Edgecombe and Nash counties.

Establishments, Sales, Payroll, and Personnel

County and city	Total				Merchant wholesalers		Other operating types		
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Nash County.....	76	1,949	43,478	899	37	44	16,667	32	40,907
Rocky Mount (part).....	56	1,704	36,073	784	20	33	14,563	23	36,093
Remainder of County.....	20	245	5,405	115	17	11	2,104	9	4,814
New Hanover County.....	133	51,189	109,468	1,502	80	98	37,437	35	91,047
Wilmington.....	108	37,359	83,038	1,178	63	86	32,156	22	53,119
Remainder of County.....	25	1,230	26,430	323	17	12	5,281	13	37,628
Northampton County.....	12	190	3,899	61	4	4	2,689	8	3,807
Onalow County.....	29	590	11,555	179	21	15	4,117	14	5,045
Orange County.....	7	(D)	(D)	(D)	(D)	2	(D)	5	(D)
Chapel Hill.....	6	(D)	(D)	(D)	(D)	1	(D)	***	***
Remainder of County.....	5	(D)	(D)	(D)	(D)	1	(D)	5	(D)
Paslico County.....	15	(D)	(D)	(D)	(D)	13	(D)	2	(D)
Person County.....	52	1,148	20,445	396	32	34	11,306	18	10,911
Elizabeth City.....	38	825	15,819	294	23	23	7,632	10	6,484
Remainder of County.....	14	323	4,626	102	9	6	3,674	8	4,027
Pender County.....	8	140	2,525	64	5	4	1,350	4	1,486
Perquimans County.....	10	116	2,694	51	6	6	1,445	4	1,437
Person County.....	22	305	8,827	226	14	11	4,473	11	5,680
Pitt County.....	82	3,013	76,480	1,495	70	44	29,174	38	58,715
Greenville.....	56	1,869	43,198	795	44	34	25,706	22	32,210
Remainder of County.....	26	1,144	33,282	700	26	10	3,468	16	26,505
Polk County.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Randolph County.....	35	522	11,192	199	25	20	4,725	15	6,176
Asheboro.....	12	236	5,028	85	5	9	2,907	3	3,106
Remainder of County.....	23	286	6,164	114	20	11	1,818	12	2,910
Richmond County.....	27	349	6,564	133	21	17	3,773	10	4,915
Remainder of County.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Robeson County.....	74	1,422	30,138	563	47	31	11,400	43	52,559
Lumberton.....	38	781	19,924	331	20	25	5,448	18	21,403
Remainder of County.....	36	641	10,214	232	27	19	5,952	25	31,156
Rockingham County.....	57	876	21,470	439	52	29	7,749	28	20,495
Reidsville.....	18	152	8,406	179	10	10	2,561	8	7,501
Remainder of County.....	39	524	12,664	260	35	19	5,188	20	12,994
Rosen County.....	83	2,399	46,773	705	44	54	25,316	29	31,146
Salisbury.....	58	1,697	31,906	505	31	39	18,497	19	26,699
Remainder of County.....	25	702	14,867	200	13	15	6,819	10	4,447
Rutherford County.....	29	454	10,912	143	17	20	3,621	9	4,446
Sampson County.....	29	285	5,522	110	22	12	7,759	17	7,759
Clinton.....	19	198	3,776	74	15	8	5,679	11	6,047
Remainder of County.....	10	87	1,746	36	7	4	282	6	1,712
Scotland County.....	24	985	24,523	354	5	15	11,336	9	4,727
Laurinburg.....	17	742	19,046	253	17	8	8,252	3	3,259
Remainder of County.....	7	223	4,577	61	***	3	3,084	4	1,368
Stanly County.....	25	414	8,482	163	20	14	4,149	11	4,021
Albemarle.....	20	(D)	(D)	(D)	(D)	11	(D)	9	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)
Stokes County.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)
Surry County.....	46	757	15,812	346	43	26	9,375	20	10,941
Mount Airy.....	22	338	7,680	194	22	17	4,591	5	2,852
Remainder of County.....	24	419	8,132	152	21	9	4,784	15	7,689
Swain County.....	6	69	1,264	27	4	3	955	3	692
Transylvania County.....	6	(D)	(D)	(D)	(D)	4	(D)	2	(D)
Tyrrell County.....	7	138	2,917	64	3	3	1,437	4	3,305
Union County.....	27	599	11,981	157	18	15	10,447	12	8,132
Wenona.....	17	(D)	(D)	(D)	(D)	8	(D)	10	(D)
Remainder of County.....	9	(D)	(D)	(D)	(D)	7	(D)	2	(D)
Vance County.....	37	919	20,061	441	45	20	7,761	17	18,338
Henderson.....	22	590	14,177	333	31	11	2,690	11	15,218
Remainder of County.....	15	329	5,884	108	14	9	5,071	6	3,120
Wake County.....	268	11,817	237,524	3,320	39	176	118,671	90	134,088
Raleigh.....	64	9,942	196,619	2,523	37	137	90,068	57	133,359
Remainder of County.....	64	1,871	40,905	793	51	41	28,583	23	20,577
Warren County.....	12	151	4,069	108	14	3	2,442	9	5,265
Washington County.....	10	223	5,240	113	7	5	2,058	5	2,523
Watauga County.....	10	105	2,548	54	7	4	383	6	2,259

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 *Rocky Mount is in Edgecombe and Nash counties.

6 PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE—Continued
Establishments, Sales, Payroll, and Personnel

County and city	Total				Merchant wholesalers		Other operating types		
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Wayne County.....	94	21534	481896	902	64	63	281608	31	231970
Goldsboro.....	63	11992	38670	703	44	48	251679	15	151684
Remainder of County.....	31	542	101226	199	20	15	21929	16	81286
Wilkes County.....	35	675	131249	237	26	29	151432	6	21393
Wilson County.....	76	31050	731863	11879	47	44	351115	32	661799
Wilson.....	61	21652	651135	11609	40	38	331592	23	551928
Remainder of County.....	15	398	81728	270	7	6	11563	9	101871
Tadkin County.....	6	(D)	(D)	(D)	(D)	2	(D)	4	(D)
Yancey County.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***

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PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

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This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

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This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

19275

1954 Census of Business

WHOLESALE TRADE

January 1956

Series: FW-1-34

NORTH DAKOTA

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KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

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

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EXPLANATION OF TERMS

Establishments

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

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

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

Sales

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

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

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

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

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

Active proprietors of unincorporated businesses

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

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
North Dakota, total.....1954..	2,071	32,706	690,966	8,885	852	416	255,414	1,655	557,312
.....1948..	2,102	24,705	486,596	8,885	842	298	177,702	1,804	749,073
Adams County.....	25	196	4,909	81	11	5	907	20	5,473
Barnes County.....	52	415	7,707	110	16	6	2,745	46	9,4192
Valley City.....	15	208	4,346	65	14	6	2,475	9	1,4770
Remainder of County.....	37	207	3,361	45	2	***	***	37	7,422
Benson County.....	43	(D)	(D)	(D)	(D)	1	(D)	42	(D)
.....	***	(D)	(D)	(D)	(D)	***	***	***	(D)
Billings County.....	55	(D)	(D)	(D)	(D)	2	(D)	53	(D)
Bottineau County.....	20	(D)	(D)	(D)	(D)	1	(D)	19	(D)
Bowdon County.....	24	(D)	(D)	(D)	(D)	2	(D)	22	(D)
Burke County.....	78	3,294	64,426	742	27	41	36,181	37	14,528
Burleigh County.....	62	3,210	62,822	713	23	41	36,181	21	11,599
Bismarck.....	16	84	1,604	29	4	***	***	16	2,929
Remainder of County.....	240	12,1716	267,644	2,975	74	106	107,014	134	182,792
Cass County.....	154	11,498	242,903	2,668	43	101	100,802	53	100,969
Fargo.....	66	1,218	24,781	307	31	5	6,212	61	81,853
Remainder of County.....	48	(D)	(D)	(D)	(D)	1	(D)	47	(D)
Cavalier County.....	24	(D)	(D)	(D)	(D)	2	(D)	22	(D)
Dickey County.....	25	193	2,468	38	6	4	455	21	3,644
Divide County.....	12	(D)	(D)	(D)	(D)	1	(D)	11	(D)
Dunn County.....	16	106	2,026	41	6	3	635	13	1,949
Eddy County.....	24	(D)	(D)	(D)	(D)	1	(D)	23	(D)
Emmons County.....	20	(D)	(D)	(D)	(D)	2	(D)	18	(D)
Foster County.....	11	(D)	(D)	(D)	(D)	2	(D)	9	(D)
Golden Valley County.....	95	2,598	59,561	684	45	40	21,970	55	23,804
Grand Forks County.....	52	2,310	53,696	570	26	36	21,416	16	15,015
Grand Forks.....	43	288	5,825	114	19	4	554	39	8,739
Remainder of County.....	15	78	1,368	30	5	***	***	15	2,216
Grant County.....	18	75	1,642	29	6	***	***	18	3,134
Griggs County.....	28	(D)	(D)	(D)	(D)	2	(D)	26	(D)
Hettinger County.....	21	(D)	(D)	(D)	(D)	1	(D)	20	(D)
Kidder County.....	39	(D)	(D)	(D)	(D)	2	(D)	37	(D)
La Moure County.....	13	57	1,040	18	2	***	***	13	2,524
Logan County.....	49	(D)	(D)	(D)	(D)	2	(D)	47	(D)
MelHenry County.....	24	117	2,502	51	12	5	549	19	3,426
McIntosh County.....	19	(D)	(D)	(D)	(D)	1	(D)	18	(D)
McKenzie County.....	47	444	8,889	121	21	3	1,576	44	9,396
McLean County.....	20	114	2,082	50	9	***	***	20	4,013
Mercer County.....	40	377	8,038	116	21	10	2,674	30	13,884
Morton County.....	17	198	4,572	66	12	7	1,839	10	6,522
Mandan.....	23	179	3,466	50	9	3	835	20	7,362
Remainder of County.....	37	(D)	(D)	(D)	(D)	2	(D)	35	(D)
Mountain County.....	37	(D)	(D)	(D)	(D)	1	(D)	36	(D)
Nelson County.....	4	7	(Z)	2	2	***	***	4	286
Oliver County.....	62	387	8,681	194	24	4	477	58	12,215
Pembina County.....	23	(D)	(D)	(D)	(D)	2	(D)	21	(D)
Pierce County.....	66	664	15,441	191	30	19	7,463	47	94,063
Ramsay County.....	41	465	11,194	130	16	16	7,008	47	1,935
Devils Lake.....	66	1,199	4,247	61	14	3	455	38	7,078
Remainder of County.....	25	107	1,926	38	17	3	558	22	3,631
Ransom County.....	20	(D)	(D)	(D)	(D)	1	(D)	19	(D)
Renville County.....	62	445	8,412	155	38	11	4,215	51	8,043
Richardson County.....	13	(D)	(D)	(D)	(D)	9	(D)	4	(D)
Wahpeton.....	49	(D)	(D)	(D)	(D)	2	(D)	47	(D)
Remainder of County.....	29	(D)	(D)	(D)	(D)	2	(D)	27	(D)
Rolette County.....	28	195	4,289	62	19	***	***	28	4,438
Sargent County.....									

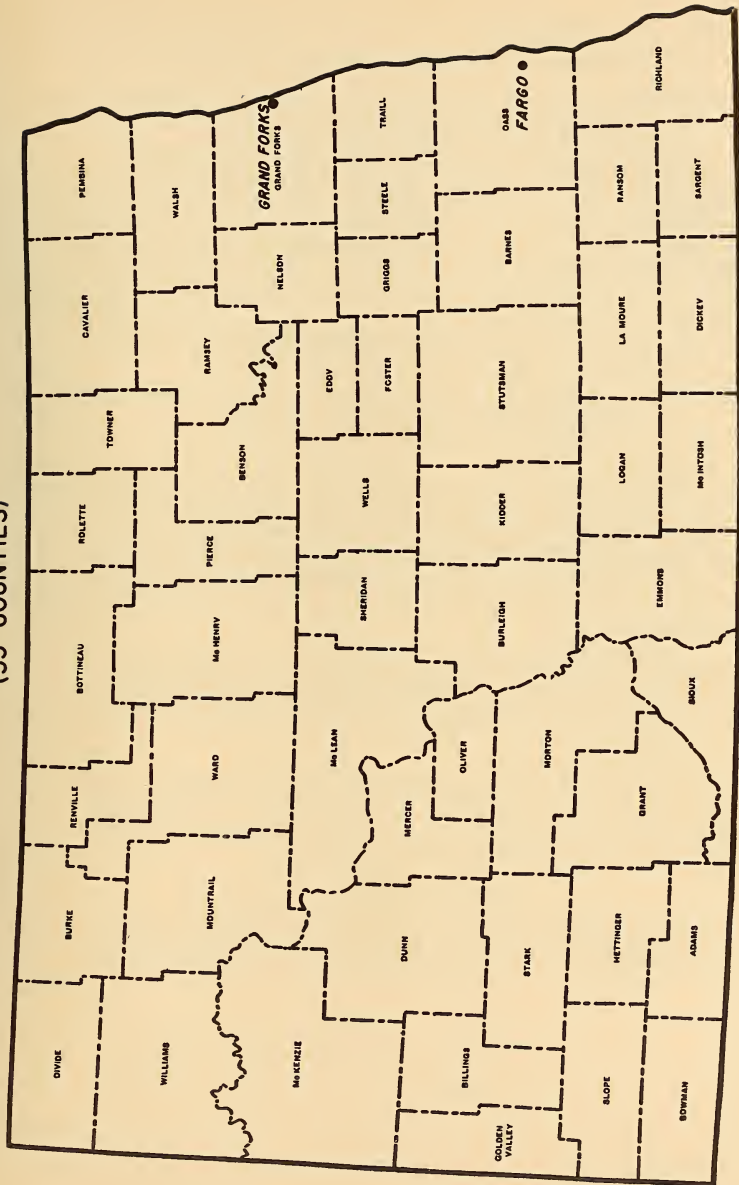
Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

4 PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE—Continued
 Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Sheridan County.....	16	60	1,073	19	7	...	...	16	1,863
Sioux County.....	8	16	(Z)	7	3	...	...	8	460
Slope County.....	...	...	...	...	...	...	...	...	...
Stark County.....	55	717	17,530	272	22	17	6,427	38	17,076
Dickinson.....	26	405	9,794	113	12	14	6,171	12	2,708
Remainder of County.....	29	312	7,736	159	10	3	256	26	14,368
Steele County.....	16	89	1,467	27	3	...	...	16	2,593
Stutsman County.....	62	696	15,622	225	27	12	4,565	50	9,814
Jamestown.....	23	(D)	(D)	(D)	(D)	11	(D)	12	(D)
Remainder of County.....	39	(D)	(D)	(D)	(D)	1	(D)	38	(D)
Towner County.....	29	(D)	(D)	(D)	(D)	1	(D)	28	(D)
Traill County.....	44	415	10,812	185	23	4	865	40	9,484
Wahala County.....	61	465	11,029	204	25	3	856	58	14,081
Ward County.....	107	2,497	59,680	701	47	46	29,858	61	30,865
Minot.....	66	2,221	52,285	591	37	42	23,359	24	24,625
Remainder of County.....	41	376	7,395	110	10	4	6,499	37	6,240
Wells County.....	43	183	3,222	53	22	3	377	40	6,765
Williams County.....	92	1,541	30,587	377	28	39	19,951	53	19,049
Williston.....	46	1,073	21,121	262	12	28	16,602	18	6,773
Remainder of County.....	46	468	9,466	115	16	11	3,349	35	12,276

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NORTH DAKOTA (53 COUNTIES)



LEGEND

● PLACES OF 25,000 TO 100,000 (1950)

★ PLACES OF 100,000 AND OVER (1950) - NONE



STANDARD METROPOLITAN AREAS - NONE

PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

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REQUESTS FOR ANNOUNCEMENTS OF 1954 CENSUS OF BUSINESS BULLETINS AND VOLUMES

To receive announcements concerning forthcoming 1954 Census of Business publications, complete this sheet, detach and mail to **Bureau of the Census, Washington 25, D. C.**

(Check appropriate boxes to show the series for which announcements are desired)

- | Retail Trade | Wholesale Trade | Selected Service Trades |
|--|--|--|
| <input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Central Business District Bulletins
<input type="checkbox"/> Census Volumes | <input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Census Volumes | <input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Census Volumes |
| <input type="checkbox"/> Public Merchandise Warehouses
<input type="checkbox"/> 1954 Census of Business—Puerto Rico | | |

ORDERS FOR ADDITIONAL COPIES OF PRELIMINARY REPORTS OF 1954 CENSUS OF BUSINESS RESULTS

Three separate *preliminary* series of reports—for retail trade, for wholesale trade, and for selected service trades—are being issued. Each of these three preliminary series consists of a United States report and a report for each State. Orders for copies of preliminary reports should be sent to the Bureau of the Census, Washington 25, D. C. Payment must be included with your order. Make checks or money orders payable to Census, Department of Commerce. Government Printing Office coupons or authorizations to charge the amount to your account with the Superintendent of Documents will also be acceptable. In the last instance, please report your account number. **The cost of each report is 10 cents.**

Please indicate number of copies and the name of each State for which reports are requested:

RETAIL TRADE		WHOLESALE TRADE		SELECTED SERVICE TRADES	
No.	States requested	No.	States requested	No.	States requested
All Retail Trade reports. Price \$4.00		All Wholesale Trade reports. Price \$4.00		All Selected Service reports. Price \$4.00	

Total number of copies ordered: -----
(Number)

Amount of money order or check enclosed \$ -----

Your Name -----

Street Address ----- City ----- Zone ----- State -----

DEPARTMENT OF COMMERCE

**BUREAU OF THE CENSUS
WASHINGTON 25, D. C.**

OFFICIAL BUSINESS

**PENALTY FOR PRIVATE USE TO AVOID
PAYMENT OF POSTAGE, \$300**

1954 Census of Business

WHOLESALE TRADE

February 1956

Series: FW-1-35

OHIO

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EXPLANATION OF TERMS

Establishments

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

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

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

Sales

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

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

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

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

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

Active proprietors of unincorporated businesses

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

PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES: CITIES OF 5,000 INHABITANTS OR MORE

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Ohio, total.....1954- 1948.....	11,968 10,410	620,285 409,490	12,145,627 7,823,119	135,740 117,316	6,197 5,887	7,832 6,359	4,600,748 3,882,463	4,136 4,051	7,913,295 5,383,396
Adams County.....	12	157	34605	67	10	6	615	6	24712
Allen County.....	159	5,709	110,639	1,394	88	107	55,238	52	45,457
Delco (part).....	7	24	1,456	23	3	2	158	3	1,235
Lima.....	121	4,750	95,105	1,150	63	91	39,705	30	34,459
Remainder of County.....	31	893	13,968	221	20	13	15,374	18	9,600
Ashtabula County.....	34	434	8,208	126	32	19	4,997	19	3,308
Ashtabula.....	20	282	6,414	81	20	16	3,183	4	1,233
Remainder of County.....	14	148	1,794	45	12	3	1,182	11	2,073
Ashtabula County.....	82	11,580	30,126	445	54	59	16,074	23	13,674
Ashtabula.....	51	1,027	19,259	286	31	43	11,823	8	6,305
Conneaut.....	7	(D)	(D)	(D)	(D)	6	(D)	1	(D)
Conneaut.....	24	(D)	(D)	(D)	(D)	10	(D)	10	(D)
Remainder of County.....	38	696	14,612	244	29	21	5,511	17	9,213
Athens County.....	22	489	10,648	170	16	10	3,350	12	6,235
Remainder of County.....	16	207	3,964	74	13	11	2,161	5	2,978
Auglaize County.....	49	909	25,082	288	40	25	7,445	24	26,352
St. Marys.....	12	249	6,261	75	8	7	2,179	5	6,151
Wapakoneta.....	11	(D)	(D)	(D)	(D)	7	(D)	5	(D)
Remainder of County.....	26	(D)	(D)	(D)	(D)	11	(D)	15	(D)
Belmont County.....	57	882	17,270	270	50	41	8,874	16	5,573
Bellaire.....	17	(D)	(D)	(D)	(D)	16	(D)	4	1,472
Martins Ferry.....	18	341	6,901	98	9	10	3,011	4	2,145
Remainder of County.....	26	(D)	(D)	(D)	(D)	15	(D)	11	(D)
Brown County.....	23	304	7,303	183	21	6	935	17	10,335
Butler County.....	123	4,283	84,339	1,052	64	90	36,260	33	18,631
Hamilton.....	72	2,400	53,111	644	56	82	24,895	16	9,474
Oxford.....	37	1,452	26,574	322	13	27	9,467	10	4,474
Oxford.....	6	(D)	(D)	(D)	(D)	2	(D)	4	(D)
Remainder of County.....	8	(D)	(D)	(D)	(D)	5	(D)	3	(D)
Carroll County.....	7	37	722	34	9	4	145	3	3,099
Champaign County.....	26	359	6,548	333	11	12	4,362	14	4,972
Urbana.....	13	202	3,087	162	5	8	2,787	5	1,432
Remainder of County.....	13	204	6,691	69	6	4	1,575	9	3,540
Clark County.....	112	3,651	72,084	985	42	82	28,030	30	24,193
Springfield.....	107	(D)	(D)	(D)	(D)	80	(D)	27	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	2	(D)	3	(D)
Clermont County.....	31	421	10,280	126	26	20	3,548	11	4,829
Glendon County.....	37	471	10,352	181	35	19	5,269	18	20,222
Wilington.....	19	234	5,088	99	17	9	2,098	10	5,989
Remainder of County.....	18	237	5,264	82	18	10	3,171	8	14,233
Columbiana County.....	94	2,194	46,361	598	67	70	13,960	24	17,320
East Liverpool.....	33	1,234	26,633	292	24	28	7,394	5	8,010
East Palestine.....	17	(D)	(D)	(D)	(D)	5	(D)	2	(D)
Salem.....	18	252	5,200	84	11	14	2,455	4	1,789
Wellsville.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Remainder of County.....	33	626	12,673	193	24	21	3,604	12	6,807
Coshocton County.....	36	498	11,349	154	26	22	5,654	14	8,497
Coshocton.....	29	350	7,757	104	23	18	3,484	11	4,378
Remainder of County.....	7	148	3,592	50	3	4	2,170	3	4,119
Crawford County.....	56	1,023	23,327	334	37	31	7,020	25	18,646
Bucyrus.....	25	357	6,629	102	22	14	2,785	11	4,075
Galena.....	12	(D)	(D)	(D)	(D)	11	(D)	10	(D)
Remainder of County.....	19	(D)	(D)	(D)	(D)	6	(D)	13	(D)
Cuyahoga County.....	3,059	212,244	4,171,856	42,076	1,350	2,005	1,335,837	1,060	2,773,948
Bay.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Bedford.....	4	(D)	(D)	(D)	(D)	10	(D)	1	(D)
Berea.....	13	(D)	(D)	(D)	(D)	7	(D)	6	(D)
Brooklyn.....	7	(D)	(D)	(D)	(D)	4	(D)	4	(D)
Cleveland.....	2,706	199,253	3,930,413	39,287	1,194	1,763	1,266,289	943	2,678,923
Cleveland Heights.....	36	518	6,630	105	28	32	2,426	14	13,330
East Cleveland.....	33	821	17,129	244	18	28	6,783	5	1,324
Garfield.....	29	1,753	40,278	344	18	21	6,823	8	7,983
Fairview Park.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Garfield Heights.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Georgetown.....	60	11,978	36,806	335	31	31	14,767	29	22,820
Lynchburg.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)
Maple Heights.....	7	(D)	(D)	(D)	(D)	7	4,891	7	***
Meridian Heights.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
North Olmsted.....	2	(D)	(D)	(D)	(D)	2	(D)	***	***
Parma.....	14	(D)	(D)	(D)	(D)	10	3,701	4	2,037
Rocky River.....	10	176	4,075	30	4	4	1,578	6	3,745
Shaker Heights.....	17	477	8,384	87	9	7	11,825	5	11,225
St. Clair Hill.....	19	543	11,305	107	9	13	4,269	3	3,274
University Heights.....	6	(D)	(D)	(D)	(D)	5	(D)	1	(D)
Remainder of County.....	6	3,492	65,499	720	37	50	38,935	17	13,380
Darke County.....	74	1,621	37,177	628	50	29	11,229	45	30,438
Greenville.....	28	578	12,285	159	16	11	5,079	15	10,421
Remainder of County.....	46	1,043	24,892	469	34	18	6,150	30	20,017

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.
*Denotes is in Allen and Van Wert counties.

4 PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE—Continued

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Defiance County.....	38	745	14,029	190	23	17	4,866	21	10,460
Defiance.....	24	623	11,253	143	14	14	4,654	10	2,990
Remainder of County.....	14	122	2,776	47	9	3	302	11	7,462
Delaware County.....	36	770	15,482	214	12	19	6,719	17	11,710
Delaware.....	22	551	10,916	142	9	15	5,958	7	8,269
Remainder of County.....	14	219	4,566	72	3	4	761	10	3,441
Erle County.....	78	2,311	45,118	566	45	62	15,381	16	10,632
Sandusky.....	58	1,850	35,470	460	31	46	13,312	8	6,187
Remainder of County.....	24	461	9,648	106	14	16	2,069	8	4,445
Fairfield County.....	57	1,671	32,739	416	30	30	7,336	23	15,239
Lancaster.....	37	1,463	29,217	308	22	28	7,153	9	11,742
Remainder of County.....	20	208	3,522	68	8	18	6	14	3,537
Fayette County.....	28	582	12,407	232	19	14	15,439	14	11,105
Washington.....	25	(D)	(D)	(D)	(D)	13	(D)	12	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Franklin County.....	842	55,985	1,063,234	12,411	409	605	522,150	237	465,750
Bexley.....	4	(D)	(D)	(D)	(D)	1	(D)	3	(D)
Columbus.....	761	47,047	889,244	10,568	357	552	463,821	209	407,599
Grandview Heights.....	7	(D)	(D)	(D)	(D)	6	(D)	1	(D)
Upper Arlington.....	1	(D)	(D)	(D)	(D)	***	(D)	1	(D)
Remainder of County.....	69	7,269	143,646	1,540	45	46	45,366	23	51,895
Fulton County.....	47	1,339	26,055	429	39	13	2,613	34	53,786
Gallia County.....	18	237	5,329	95	11	9	1,776	5	6,526
Gallipolis.....	10	(D)	(D)	(D)	(D)	6	(D)	4	(D)
Remainder of County.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Geauga County.....	15	291	5,539	92	11	7	665	8	3,843
Greene County.....	32	1,758	31,062	368	21	22	22,754	10	12,091
Fairborn.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Nevada.....	16	935	16,099	214	9	11	17,055	5	3,502
Remainder of County.....	13	(D)	(D)	(D)	(D)	10	(D)	3	(D)
Guernsey County.....	34	527	9,752	188	19	21	5,819	13	4,167
Cambridge.....	29	(D)	(D)	(D)	(D)	20	(D)	9	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)
Hamilton County.....	1,789	112,000	2,146,872	23,729	887	1,111	708,537	678	2,263,170
Cheriot.....	3	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Cincinnati.....	1,609	100,643	1,907,851	21,224	799	988	650,646	621	2,085,560
Deer Park.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Lincoln Heights.....	1	(D)	(D)	(D)	(D)	***	(D)	***	(D)
Lockland.....	11	1,362	33,526	283	2	6	734	5	19,810
Mount Healthy.....	1	(D)	(D)	(D)	(D)	1	(D)	***	(D)
North College Hill.....	1	(D)	(D)	(D)	(D)	1	(D)	***	(D)
Norwood.....	41	21690	52,720	613	15	29	9,868	12	106,874
Reading.....	10	(D)	(D)	(D)	(D)	8	(D)	2	(D)
St. Bernard.....	16	(D)	(D)	(D)	(D)	14	(D)	2	(D)
Wynning.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Remainder of County.....	83	4,007	82,307	933	46	50	21,222	33	40,079
Hancock County.....	65	2,491	50,364	741	44	39	37,689	26	52,467
Findlay.....	44	(D)	(D)	(D)	(D)	32	(D)	12	(D)
Portaria (part).....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Remainder of County.....	18	(D)	(D)	(D)	(D)	6	(D)	12	(D)
Hardin County.....	37	588	12,064	208	27	12	2,337	25	20,010
Hendon.....	13	252	4,894	69	9	7	1,285	6	1,539
Remainder of County.....	24	336	7,170	139	18	5	1,052	19	18,471
Harrison County.....	11	290	5,685	129	9	7	1,844	4	4,722
Henry County.....	45	958	22,194	287	24	15	3,721	30	28,500
Napoleon.....	21	507	11,516	152	10	8	2,211	13	13,439
Remainder of County.....	24	451	10,678	135	14	7	1,510	17	15,061
Highland County.....	29	363	6,936	144	23	12	2,949	17	10,871
Hillsboro.....	14	220	4,276	78	11	6	2,369	8	3,619
Remainder of County.....	15	143	3,176	66	12	6	560	9	7,252
Hooking County.....	10	206	3,953	56	6	5	1,839	5	1,661
Logan.....	7	(D)	(D)	(D)	(D)	6	(D)	2	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Holmes County.....	18	179	3,480	80	15	5	450	13	4,222
Huron County.....	49	1,179	22,508	302	26	25	9,761	24	12,539
Bellevue (part).....	9	56	1,259	3	3	3	3,765	3	1,102
Norwalk.....	19	556	10,194	133	11	15	4,023	4	2,799
Remainder of County.....	24	548	11,055	155	12	7	1,973	17	8,638
Jackson County.....	28	473	8,856	151	22	18	4,717	10	3,919
Jackson.....	5	(D)	(D)	(D)	(D)	7	(D)	8	(D)
Wellston.....	9	(D)	(D)	(D)	(D)	8	(D)	1	(D)
Remainder of County.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Jefferson County.....	93	2,932	62,761	817	63	76	27,924	17	13,089
Stevensville.....	74	2,358	49,726	677	51	61	23,569	13	8,921
Toronto.....	1	(D)	(D)	(D)	(D)	1	(D)	***	(D)
Remainder of County.....	18	(D)	(D)	(D)	(D)	14	(D)	4	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.
 *Portaria is in Hancock, Seneca and Wood counties.
 *Bellevue is in Huron and Sandusky counties.

PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE—Continued 5

Establishments, Sales, Payroll, and Personnel

County and city	Total				Merchant wholesalers		Other operating types			
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)	
			(Dollars)	Employees (Number)						
Knox County.....	34	670	15,645	204	19	15	2,953	19	15,124	
Knox-Tipton.....	20	513	9,809	131	8	11	2,676	9	10,249	
Remainder of County.....	14	157	3,836	73	11	4	277	10	5,538	
Lake County.....	58	1,162	22,444	272	35	44	8,686	14	63,511	
Marshall.....	2	(D)	(D)	(D)	(D)	2	(D)	***	***	
Marion.....	19	615	11,850	143	9	14	4,687	5	3,263	
Wickliffe.....	8	(D)	(D)	(D)	(D)	7	(D)	1	(D)	
Willoughby.....	8	(D)	(D)	(D)	(D)	6	(D)	1	(D)	
Remainder of County.....	22	(D)	(D)	(D)	(D)	15	(D)	7	(D)	
Lawrence County.....	24	672	10,552	178	20	15	5,073	9	9,103	
Denton.....	19	(D)	(D)	(D)	(D)	14	(D)	5	(D)	
Remainder of County.....	5	(D)	(D)	(D)	(D)	4	(D)	4	(D)	
Licking County.....	65	1,107	22,155	347	57	43	11,850	22	8,998	
Newark.....	43	852	17,181	256	39	35	11,202	8	3,603	
Remainder of County.....	22	255	4,974	91	18	8	648	14	5,395	
Logan County.....	40	1,193	21,747	303	28	15	18,993	25	11,873	
Denton.....	21	928	15,116	219	12	11	18,352	10	2,442	
Remainder of County.....	19	265	5,631	84	16	4	641	15	9,431	
Lorain County.....	132	4,180	79,390	916	84	102	32,734	30	16,832	
Elyria.....	50	1,661	30,603	369	27	39	11,638	11	8,446	
Lorain.....	55	1,986	38,605	434	38	47	17,676	8	3,518	
Remainder of County.....	1	(D)	(D)	(D)	(D)	***	(D)	***	(D)	
Remainder of County.....	26	(D)	(D)	(D)	(D)	16	(D)	10	(D)	
Lucas County.....	701	38,907	764,816	8,589	295	510	310,802	191	275,411	
Maumee.....	10	871	15,324	181	8	6	12,418	4	17,252	
Toledo.....	641	35,728	704,168	7,905	269	469	280,588	172	222,620	
Remainder of County.....	50	2,312	45,324	503	18	35	17,700	15	35,439	
Madison County.....	23	271	5,790	98	7	7	698	16	74,148	
London.....	10	(D)	(D)	(D)	(D)	5	(D)	8	2,085	
Remainder of County.....	10	(D)	(D)	(D)	(D)	2	(D)	8	(D)	
Mahoning County.....	364	19,040	376,974	4,246	156	280	148,692	84	139,301	
Gambell.....	2	(D)	(D)	(D)	(D)	2	(D)	***	***	
Steubenville.....	4	29	586	56	4	5	520	4	520	
Youngstown (part)*.....	317	16,555	328,369	3,691	133	5	243	131,214	74	118,503
Remainder of County.....	41	(D)	(D)	(D)	(D)	31	(D)	10	(D)	
Marion County.....	63	1,509	31,024	407	47	46	15,561	17	16,279	
Marion.....	51	1,313	26,948	352	38	41	15,141	10	13,853	
Remainder of County.....	12	196	4,060	55	13	5	420	7	2,426	
Madison County.....	32	1,429	33,312	305	26	21	6,797	11	12,658	
Madison.....	13	(D)	(D)	(D)	(D)	11	(D)	2	(D)	
Wadsworth.....	7	(D)	(D)	(D)	(D)	4	(D)	3	(D)	
Remainder of County.....	12	290	5,707	71	17	6	1,917	6	3,843	
Meigs County.....	18	184	3,645	73	10	10	2,810	8	1,988	
Meigs County.....	43	738	18,663	231	33	19	3,930	24	17,928	
Clifton.....	29	181	3,580	53	10	9	2,114	5	1,708	
Remainder of County.....	43	557	15,083	178	23	10	1,816	19	16,220	
Miami County.....	57	1,119	22,031	320	29	42	11,885	15	9,125	
Piquette.....	25	549	9,972	145	14	19	7,934	6	4,462	
Troy.....	14	332	7,134	102	6	9	1,246	5	2,712	
Remainder of County.....	18	238	4,925	73	9	14	2,165	4	1,551	
Monroe County.....	10	58	1,150	30	11	5	435	5	771	
Monroe County.....	607	37,629	713,878	7,878	273	423	266,221	184	518,691	
Dayton.....	538	34,455	652,252	7,165	224	376	240,124	162	494,113	
Milam.....	7	(D)	(D)	(D)	(D)	5	(D)	1	(D)	
Oakwood.....	2	(D)	(D)	(D)	(D)	***	(D)	2	(D)	
Remainder of County.....	60	2,915	56,986	646	43	42	24,844	18	22,224	
Morgan County.....	9	68	1,137	24	7	5	1,337	4	587	
Morrow County.....	14	80	1,816	27	7	4	93	10	2,563	
Muskingum County.....	91	3,679	87,271	1,125	54	69	25,553	22	19,052	
Steubenville.....	79	3,528	83,951	1,071	47	63	24,385	16	16,218	
Remainder of County.....	12	151	3,320	54	7	6	1,168	6	2,834	
Noble County.....	7	(D)	(D)	(D)	(D)	2	(D)	5	(D)	
Ottawa County.....	33	584	11,800	158	17	15	2,247	18	9,439	
Port Clinton.....	11	215	4,013	53	7	7	1,274	4	2,011	
Remainder of County.....	22	369	7,787	105	10	8	973	14	7,428	
Paulding County.....	20	316	6,149	94	11	6	1,556	14	16,287	
Perry County.....	17	256	5,074	61	12	9	1,659	8	2,492	
Pike County.....	25	450	8,727	134	18	6	2,525	19	7,134	
Circleville.....	11	269	4,449	71	7	3	2,429	8	3,223	
Remainder of County.....	14	181	4,279	63	7	3	274	11	3,913	
Pike County.....	10	138	2,684	40	5	5	1,300	5	3,152	

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

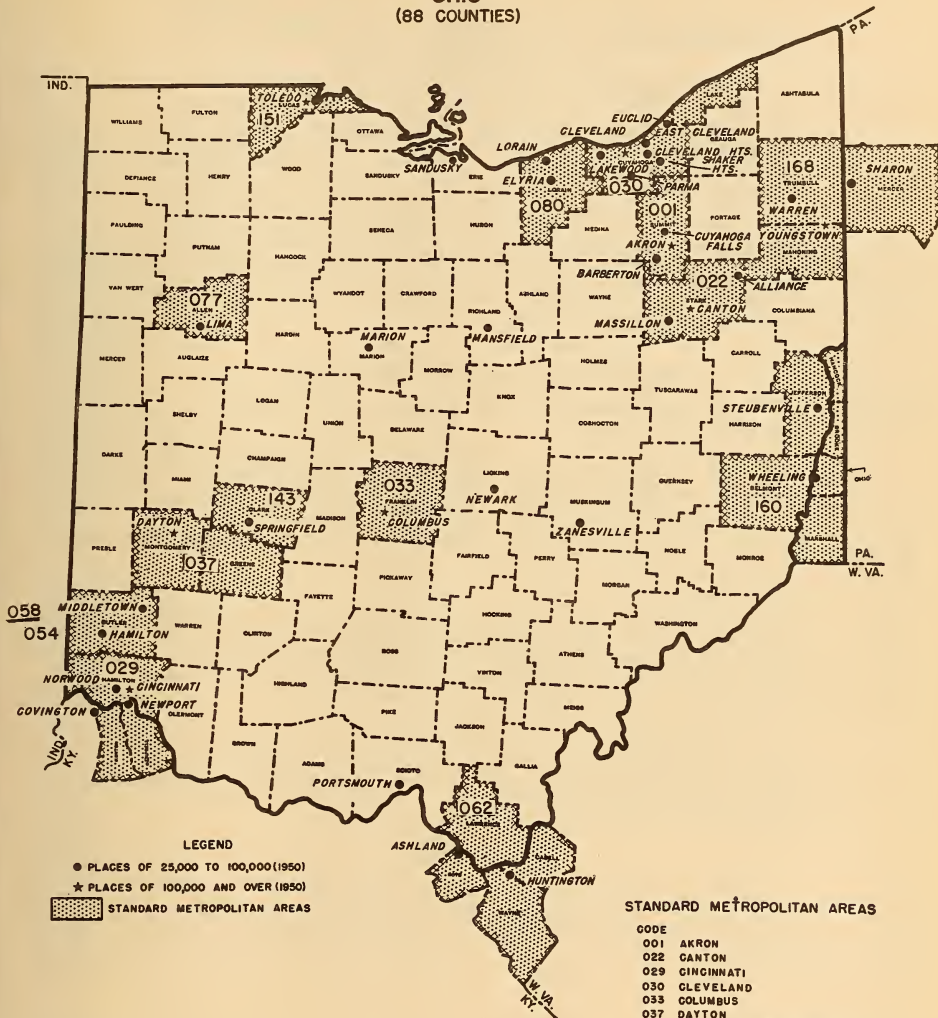
*Youngstown is in Mahoning and Trumbull counties.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proportion of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Portage County.....	44	794	17,409	219	30	31	9,628	13	6,019
Went.....	11	(D)	(D)	(D)	(D)	10	(D)	1	(D)
Bevens.....	15	297	6,203	66	8	9	4,493	6	2,370
Remainder of County.....	18	(D)	(D)	(D)	(D)	12	(D)	6	(D)
Preble County.....	24	278	5,447	109	17	8	1,264	16	6,593
Putnam County.....	40	520	10,705	206	25	17	4,982	23	10,803
Richland County.....	129	5,962	120,027	1,378	54	91	61,997	38	18,657
Warfield.....	105	5,554	111,103	1,287	40	78	59,324	27	15,119
Shelby.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)
Remainder of County.....	19	(D)	(D)	(D)	(D)	10	(D)	9	(D)
Ross County.....	45	1,437	29,161	408	28	27	9,747	18	16,204
Chillicothe.....	32	1,127	22,284	326	19	19	7,809	13	13,194
Remainder of County.....	13	310	6,877	82	9	8	1,938	5	3,010
Sandusky County.....	56	1,290	24,911	311	46	36	7,488	20	10,923
Belleure (part).....	7	177	4,294	43	5	4	780	3	1,556
Freont.....	30	788	15,622	194	26	21	4,961	9	6,504
Remainder of County.....	19	325	4,995	74	15	11	1,747	8	2,865
Scioto County.....	91	2,311	64,330	891	53	71	34,762	20	32,179
Porthmouth.....	78	2,002	57,036	793	47	61	30,918	17	24,706
Remainder of County.....	13	409	7,294	101	6	10	3,844	3	7,473
Seneca County.....	78	1,859	36,382	538	43	49	17,298	29	13,606
Fostoria (part).....	18	453	8,563	125	4	14	5,306	4	968
Tiffin.....	35	1,042	20,813	277	25	27	10,655	8	3,626
Remainder of County.....	25	364	7,006	133	14	8	1,337	17	9,012
Shelby County.....	47	981	13,828	205	36	21	21,687	26	10,873
Silvery.....	27	707	8,204	111	22	18	20,725	11	3,394
Remainder of County.....	20	274	5,624	94	14	5	962	15	7,481
Stark County.....	35.0	17,645	362,350	4,112	168	278	185,855	72	76,482
Alliance.....	41	1,762	38,795	452	20	36	4,956	5	9,000
Canton.....	226	13,360	276,723	3,080	96	178	115,079	48	64,710
Massillon.....	34	1,801	27,740	323	20	30	18,046	4	1,809
Remainder of County.....	49	1,022	19,092	288	32	34	10,774	15	4,923
Summit County.....	518	31,878	624,293	6,436	297	374	195,448	144	323,687
Akron.....	443	29,683	577,531	5,893	197	326	188,465	117	281,197
Barberton.....	21	992	20,767	271	15	14	4,448	7	18,029
Cuyahoga Falls.....	23	277	4,987	78	7	17	2,778	6	2,040
Tallmadge.....	4	(D)	(D)	(D)	3	(D)	(D)	1	(D)
Remainder of County.....	27	(D)	(D)	(D)	(D)	14	(D)	13	(D)
Trumbull County.....	104	3,975	77,045	922	57	76	29,945	28	60,105
Grand.....	3	120	2,701	39	...	3	1,890	...	...
Miles.....	10	(D)	(D)	(D)	5	(D)	(D)	5	(D)
Warren.....	61	2,011	39,788	445	29	52	20,727	9	34,185
Youngstown (part).....	8	(D)	(D)	(D)	1	7	(D)	1	(D)
Remainder of County.....	22	590	9,720	138	15	9	1,737	13	10,081
Tuscarawas County.....	80	1,698	31,989	484	66	59	15,988	21	14,267
Dover.....	19	(D)	(D)	(D)	16	(D)	(D)	3	(D)
New Philadelphia.....	3	521	10,034	153	24	17	2,750	6	2,402
Urichsville.....	11	(D)	(D)	(D)	9	(D)	(D)	2	(D)
Remainder of County.....	27	267	4,825	113	19	17	2,728	10	4,731
Union County.....	28	(D)	(D)	(D)	(D)	8	(D)	20	(D)
Van Wert County.....	53	1,032	20,340	304	38	13	5,508	40	23,229
Delphos (part).....	3	(D)	(D)	(D)	1	(D)	(D)	2	(D)
Van Wert.....	26	418	14,216	207	18	9	3,010	17	11,811
Remainder of County.....	24	(D)	(D)	(D)	3	(D)	(D)	21	(D)
Vinton County.....	4	(D)	(D)	(D)	1	(D)	(D)	3	(D)
Warren County.....	15	140	2,605	37	11	7	761	8	2,767
Franklin.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Remainder of County.....	11	(D)	(D)	(D)	(D)	5	(D)	6	(D)
Washington County.....	59	1,661	26,093	443	27	35	11,180	24	16,354
Marion.....	40	1,042	18,508	337	16	26	9,180	14	6,892
Remainder of County.....	19	419	7,585	106	11	9	2,000	10	9,462
Wayne County.....	69	1,442	30,398	462	55	41	16,682	28	20,497
Orville.....	6	(D)	(D)	(D)	1	(D)	(D)	5	(D)
Wauters.....	35	1,006	21,536	23	25	23	12,023	12	10,110
Remainder of County.....	28	(D)	(D)	(D)	17	(D)	(D)	11	(D)
Williams County.....	46	1,075	20,827	279	25	21	10,599	25	15,838
Bryan.....	12	315	6,842	81	6	8	4,099	4	3,503
Remainder of County.....	34	760	13,985	198	19	13	6,500	21	12,335
Wood County.....	54	1,527	43,226	414	31	25	14,265	29	26,540
Bowling Green.....	16	562	10,580	142	12	9	4,246	5	8,390
Fostoria (part).....	...	...	...	...	...	...	...	...	...
Remainder of County.....	38	965	32,746	272	19	16	14,150	22	18,150
Wyandot County.....	27	468	10,172	157	17	9	2,121	18	9,502

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.
 *Delphos is in Allen and Van Wert counties. *Fostoria is in Hancock, Seneca and Wood counties. *Belleure is in Huron and Sandusky counties.
 *Youngstown is in Mahoning and Trumbull counties.

OHIO
(88 COUNTIES)



LEGEND

● PLACES OF 25,000 TO 100,000 (1950)

★ PLACES OF 100,000 AND OVER (1950)

▨ STANDARD METROPOLITAN AREAS

STANDARD METROPOLITAN AREAS

- CODE
- 001 AKRON
 - 002 CANTON
 - 029 CINCINNATI
 - 030 CLEVELAND
 - 033 COLUMBUS
 - 037 DAYTON
 - 058 HAMILTON - MIDDLETOWN
 - 052 HUNTINGTON, W. VA. - ASHLAND, KY.
 - 077 LIMA
 - 080 LORAIN-ELYRIA
 - 143 SPRINGFIELD
 - 151 TOLEDO
 - 160 WHEELING, W. VA. - STEUBENVILLE, OHIO
 - 168 YOUNGSTOWN

PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

18934

1954 Census of Business WHOLESALE TRADE

February 1956

Series: PW-1-36

OKLAHOMA

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

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

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



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

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

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

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

EXPLANATION OF TERMS

Establishments

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

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

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

Sales

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

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

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

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

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

Active proprietors of unincorporated businesses

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

Establishments, Sales, Payroll, and Personnel

County and city	Total				Merchant wholesalers		Other operating types		
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)	
			Payroll (Dollars)	Employees (Number)					Active proprietors of unincorporated businesses, November (Number)
Oklahoma, total.....1954..	3,628	101,141	2,094,288	27,234	2,434	2,093	988,588	1,535	1,298,309
.....1948..	3,302	71,442	1,404,155	24,570	2,108	1,572	719,080	1,170	955,490
Adair County.....	11	99	2,791	53	11	5	974	6	838
Alfalfa County.....	19	153	2,997	67	10	4	1,810	15	2,895
Atoka County.....	12	73	1,561	55	12	4	623	8	5,040
Beaver County.....	12	(D)	(D)	(D)	(D)	1	(D)	(D)	(D)
Beckham County.....	44	388	7,602	146	30	19	3,164	25	6,624
Elk City.....	26	283	5,071	89	19	14	2,262	12	3,571
Remainder of County.....	18	105	2,531	57	11	5	902	13	3,123
Blaine County.....	25	157	2,361	62	16	5	324	20	3,049
Bryan County.....	33	613	11,980	202	26	21	7,899	12	3,225
Durant.....	29	(D)	(D)	(D)	(D)	18	(D)	(D)	(D)
Remainder of County.....	4	(D)	(D)	(D)	(D)	3	(D)	(D)	(D)
Caddo County.....	42	287	5,581	111	31	11	1,961	31	4,410
Ada.....	16	114	2,810	46	16	7	940	9	1,683
Remainder of County.....	26	143	3,171	65	15	4	921	22	2,736
Canadian County.....	32	305	5,289	97	27	13	1,854	19	5,335
El Reno.....	14	174	3,046	53	13	6	1,140	8	2,502
Remainder of County.....	18	131	2,243	44	14	7	714	11	2,833
Carters County.....	70	1,819	27,095	426	50	46	17,235	24	8,926
Atoka.....	45	918	19,671	36	36	33	10,940	13	5,765
Remainder of County.....	24	405	7,424	186	14	13	7,395	11	3,162
Cherokee County.....	9	80	1,467	53	7	4	990	5	1,447
Cherokee County.....	14	162	3,621	82	11	4	1,817	10	6,220
Hopewell.....	9	(D)	(D)	(D)	(D)	1	(D)	6	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)
Cimarron County.....	17	(D)	(D)	(D)	(D)	1	(D)	16	(D)
Cleveland County.....	17	265	5,819	82	16	8	3,894	9	1,831
Norman.....	14	254	5,229	76	15	8	3,894	6	1,675
Remainder of County.....	3	11	(Z)	6	1	***	***	3	156
Coal County.....	6	(D)	(D)	(D)	(D)	4	(D)	2	(D)
Comanche County.....	58	1,422	28,468	470	62	41	17,202	17	7,168
Lawton.....	51	1,151	23,654	381	49	38	16,926	13	3,724
Remainder of County.....	7	271	4,814	89	13	3	276	4	3,444
Cotton County.....	15	(D)	(D)	(D)	(D)	2	(D)	13	(D)
Craig County.....	25	177	4,130	108	19	12	1,963	13	5,500
Vinita.....	20	(D)	(D)	(D)	(D)	11	(D)	9	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)
Creek County.....	38	390	7,476	140	42	27	7,454	11	9,199
Bristow.....	13	92	1,866	36	14	10	1,971	10	5,525
Drumright.....	6	(D)	(D)	(D)	(D)	4	(D)	2	(D)
Scappoose.....	6	(D)	(D)	(D)	(D)	5	(D)	1	(D)
Remainder of County.....	13	(D)	(D)	(D)	(D)	8	(D)	5	(D)
Custer County.....	53	720	16,725	249	44	26	7,441	27	4,843
Clinton.....	35	568	13,924	128	20	16	6,791	13	2,724
Remainder of County.....	20	152	2,801	51	16	6	650	14	2,119
Delaware County.....	5	(D)	(D)	(D)	(D)	2	(D)	3	(D)
Delaware County.....	14	81	2,065	48	14	3	721	11	803
Ellis County.....	14	104	2,077	27	12	3	2,549	11	1,232
Garfield County.....	112	3,187	68,884	937	74	72	43,204	40	37,745
Enid.....	78	2,832	62,229	795	64	62	37,875	16	29,821
Remainder of County.....	34	355	6,655	142	10	10	5,329	24	7,924
Garvin County.....	44	634	13,681	193	25	25	16,293	19	5,832
Pauls Valley.....	20	317	6,962	100	12	12	6,849	8	2,769
Remainder of County.....	24	317	6,719	93	14	13	9,744	11	3,073
Grady County.....	50	654	13,425	235	40	27	7,475	23	4,474
Chickasha.....	32	404	8,674	151	32	19	5,768	13	3,194
Remainder of County.....	18	250	4,751	84	8	8	1,707	10	1,280
Grant County.....	25	195	3,965	51	13	4	197	21	5,892
Greer County.....	20	111	2,734	64	15	7	532	13	1,590
Harmon County.....	11	(D)	(D)	(D)	(D)	1	(D)	10	(D)
Harper County.....	12	(D)	(D)	(D)	(D)	1	(D)	11	(D)
Haskell County.....	4	62	1,093	18	2	***	***	4	1,097
Hursh County.....	18	134	3,194	65	20	4	631	14	3,305
Holdenville.....	11	137	2,844	39	10	4	1,546	7	1,546
Remainder of County.....	7	17	(Z)	26	10	***	***	7	1,759

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE—Continued

Establishments, Sales, Payroll, and Personnel

County and city	Total				Merchant wholesalers		Other operating types		
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Jackson County.....	56	736	16,076	258	30	28	8,181	32	5,883
Altus.....	34	(D)	(D)	(D)	(D)	22	(D)	12	(D)
Remainder of County.....	22	(D)	(D)	(D)	(D)	2	(D)	20	(D)
Jefferson County.....	13	69	1,611	52	8	3	352	10	3,290
Johnston County.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)
Key County.....	84	1,413	28,037	450	58	45	15,412	39	8,534
Elkwell.....	16	286	5,949	98	9	10	3,876	6	587
Fosco City.....	40	829	16,282	228	34	28	7,725	12	2,075
Remainder of County.....	28	298	5,808	128	15	7	3,811	21	5,872
Kingfisher County.....	24	(D)	(D)	(D)	(D)	2	(D)	22	(D)
Klona County.....	32	304	6,210	171	21	4	1,063	28	8,028
Hobart.....	15	202	4,240	117	11	4	1,063	11	4,696
Remainder of County.....	17	102	1,961	54	10	***	***	17	3,330
Latiser County.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)
Le Flore County.....	21	127	2,627	71	15	8	1,866	13	2,056
Lincoln County.....	17	148	2,809	71	9	8	1,671	9	1,740
Logan County.....	32	288	5,531	107	31	14	2,774	18	1,928
Guthrie.....	24	(D)	(D)	(D)	(D)	13	(D)	11	(D)
Remainder of County.....	8	(D)	(D)	(D)	(D)	1	(D)	7	(D)
Love County.....	4	(D)	(D)	(D)	(D)	1	(D)	3	(D)
McClain County.....	12	(D)	(D)	(D)	(D)	3	(D)	9	(D)
McCourtain County.....	14	79	1,551	45	11	5	649	9	2,987
McIntosh County.....	13	43	883	21	16	3	657	10	1,793
Major County.....	15	75	1,631	24	11	4	634	11	1,016
Marshall County.....	6	(D)	(D)	(D)	(D)	1	(D)	5	(D)
Mays County.....	20	159	3,053	61	20	6	1,247	14	2,114
Murray County.....	11	98	1,777	24	8	3	464	8	1,862
Muskogee County.....	98	2,120	39,306	661	59	66	28,970	32	17,303
Muskogee.....	82	1,978	37,071	601	48	60	27,263	22	12,670
Remainder of County.....	16	126	2,233	60	11	6	1,707	10	5,233
Noble County.....	24	236	4,000	80	18	10	3,487	14	4,737
Perry.....	18	(D)	(D)	(D)	(D)	9	(D)	9	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	1	(D)	5	(D)
Nowata County.....	15	255	5,467	89	10	5	2,064	10	1,997
Oakuskee County.....	9	52	997	21	7	4	812	5	679
Oklahoma County.....	857	42,443	868,734	10,489	522	605	383,157	252	558,604
Belknap.....	3	16	(Z)	5	4	3	206	***	***
Edson.....	***	***	***	***	(D)	2	(D)	4	(D)
Midwest City.....	809	41,208	844,798	10,174	***	***	***	***	***
Oklahoma City.....	29	312	6,071	119	19	23	4,511	23	502,102
Remainder of County.....	39	(D)	(D)	(D)	(D)	577	358,053	232	1,102
Oklmulgee County.....	44	450	8,764	191	39	31	6,846	13	3,344
Herrysville.....	12	(D)	(D)	(D)	(D)	7	(D)	5	(D)
Oklmulgee.....	29	312	6,071	119	19	23	4,511	6	1,281
Remainder of County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Osage County.....	35	395	7,457	137	25	19	4,761	16	4,816
Osage.....	11	125	1,966	36	11	6	1,651	5	931
Remainder of County.....	24	270	5,491	101	14	13	3,110	11	3,885
Ottawa County.....	41	493	10,799	166	30	25	3,127	16	3,772
Miami.....	27	302	6,508	104	18	18	2,424	9	2,315
Remainder of County.....	14	191	4,291	62	12	7	703	7	1,457
Pawnee County.....	11	81	1,459	43	15	4	971	7	1,306
Payne County.....	43	705	17,911	279	31	20	6,969	23	7,468
Cushing.....	15	316	6,110	96	7	11	6,163	4	1,948
Stillwater.....	19	(D)	(D)	(D)	(D)	8	(D)	11	(D)
Remainder of County.....	9	(D)	(D)	(D)	(D)	1	(D)	8	(D)
Pittsburg County.....	50	647	12,502	232	49	32	8,304	18	7,665
McAlester.....	43	(D)	(D)	(D)	(D)	28	(D)	15	(D)
Remainder of County.....	7	(D)	(D)	(D)	(D)	4	(D)	3	(D)
Pontotoc County.....	41	712	13,188	214	23	27	8,686	14	4,488
Ada.....	38	(D)	(D)	(D)	(D)	25	(D)	13	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Pottawatomie County.....	55	948	20,071	295	34	39	10,705	16	4,358
Shamee.....	41	629	18,662	259	24	29	9,118	12	3,516
Remainder of County.....	14	119	2,409	36	10	10	1,587	4	838
Pushmataha County.....	6	36	689	11	5	3	659	3	349

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE—Continued
Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Roger Mills County.....	9	(D)	(D)	(D)	(D)	1	(D)	8	(D)
Rogers County.....	14	79	1,618	39	15	9	911	5	1,131
Claremore.....	8	(D)	(D)	(D)	(D)	5	(D)	3	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	4	(D)	2	(D)
Seminole County.....	71	1,053	21,563	299	44	54	16,957	17	4,110
Seminole.....	48	881	17,971	228	28	38	13,616	10	3,266
Wetchn.....	14	174	2,236	40	9	11	2,686	3	317
Remainder of County.....	9	56	1,356	31	7	5	655	4	527
Sequoyah County.....	14	112	2,145	57	15	***	***	14	16,330
Stephens County.....	69	1,360	28,946	378	48	45	18,655	28	7,982
Duncan.....	55	1,206	22,170	320	33	34	15,865	21	6,568
Remainder of County.....	14	154	2,776	58	11	11	2,790	3	1,374
Texas County.....	36	334	8,982	158	31	13	2,057	23	15,289
Tillman County.....	25	164	3,785	79	16	9	2,224	16	5,179
Frederick.....	16	(D)	(D)	(D)	(D)	7	(D)	9	(D)
Remainder of County.....	9	(D)	(D)	(D)	(D)	2	(D)	7	(D)
Tulsa County.....	671	70,417	6,318,183	6,872	363	464	271,796	207	387,037
Sand Springs.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Tulst.....	618	28,903	614,247	6,315	328	434	258,196	184	355,328
Remainder of County.....	48	(D)	(D)	(D)	(D)	26	(D)	22	(D)
Wagoner County.....	11	(D)	(D)	(D)	(D)	2	(D)	9	(D)
Washington County.....	39	629	11,892	195	21	29	8,854	10	15,928
Barclayville.....	36	(D)	(D)	(D)	(D)	28	(D)	8	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Washita County.....	20	159	3,895	68	12	6	640	14	2,026
Woods County.....	25	274	6,283	113	22	8	3,062	17	2,858
Alva.....	16	(D)	(D)	(D)	(D)	7	(D)	9	(D)
Remainder of County.....	9	(D)	(D)	(D)	(D)	1	(D)	8	(D)
Woodward County.....	33	476	9,751	159	17	19	4,230	14	10,345
Woodward.....	29	(D)	(D)	(D)	(D)	17	(D)	6	(D)
Remainder of County.....	10	(D)	(D)	(D)	(D)	2	(D)	8	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE—Continued

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Jackson County.....	56	736	16,076	254	30	24	8,181	32	5,183
Altus.....	34	(D)	(D)	(D)	(D)	22	(D)	12	(D)
Remainder of County.....	22	(D)	(D)	(D)	(D)	2	(D)	20	(D)
Jefferson County.....	13	69	1,611	52	8	3	352	10	3,290
Johnston County.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)
Kay County.....	84	1,413	28,037	450	58	45	15,412	39	8,534
Blackwell.....	16	286	5,947	98	9	10	3,876	6	587
Ponca City.....	40	829	16,282	228	34	28	7,725	12	2,075
Remainder of County.....	28	298	5,808	128	15	7	3,811	21	5,872
Kingfisher County.....	24	(D)	(D)	(D)	(D)	2	(D)	22	(D)
Kiowa County.....	32	304	6,210	171	21	4	1,063	28	8,028
Hobart.....	15	202	4,248	117	11	4	1,063	11	4,698
Remainder of County.....	17	102	11,961	54	10	***	***	17	3,330
Latimer County.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)
Le Flore County.....	21	127	2,627	71	15	8	1,866	13	2,056
Lincoln County.....	17	148	2,809	71	9	8	1,671	9	1,740
Logan County.....	32	288	5,531	107	31	14	2,774	18	1,929
Outhrie.....	24	(D)	(D)	(D)	(D)	13	(D)	11	(D)
Remainder of County.....	8	(D)	(D)	(D)	(D)	1	(D)	7	(D)
Love County.....	4	(D)	(D)	(D)	(D)	1	(D)	3	(D)
McClain County.....	12	(D)	(D)	(D)	(D)	3	(D)	9	(D)
McDurtain County.....	14	79	1,851	45	11	5	648	9	2,987
McIntosh County.....	13	43	883	21	16	3	657	10	1,793
Major County.....	15	75	1,631	24	11	4	634	11	1,016
Marshall County.....	6	(D)	(D)	(D)	(D)	1	(D)	5	(D)
Mays County.....	20	159	3,053	61	20	6	1,247	14	2,114
Murray County.....	11	96	1,777	24	8	3	464	8	1,862
Muskogee County.....	98	2,106	39,304	661	59	66	28,970	32	17,203
Muskogee.....	82	1,378	37,071	601	48	60	27,263	32	12,670
Remainder of County.....	16	126	2,233	60	11	6	1,707	10	5,203
Noble County.....	24	236	4,000	80	18	10	3,487	14	4,737
Ferry.....	18	(D)	(D)	(D)	(D)	9	(D)	9	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	1	(D)	5	(D)
Nowata County.....	15	255	5,467	89	10	5	2,064	10	1,997
Oklahoma County.....	9	52	997	21	7	4	812	5	678
Oklahoma.....	857	42,443	868,734	10,486	522	605	383,157	252	558,644
Bethany.....	3	16	(Z)	(Z)	4	3	206	***	***
Edmond.....	6	(D)	(D)	(D)	(D)	2	(D)	4	(D)
Midwest City.....	***	41	***	***	***	***	***	***	***
Oklahoma City.....	809	41,228	844,728	10,176	477	577	358,051	232	502,102
Remainder of County.....	39	(D)	(D)	(D)	(D)	23	(D)	16	(D)
Ottawa County.....	44	450	8,764	191	39	31	6,846	13	3,344
Henryetta.....	12	(D)	(D)	(D)	(D)	7	(D)	5	(D)
Oklagee.....	29	312	6,071	119	19	23	4,511	6	1,281
Remainder of County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Osage County.....	35	395	7,657	137	25	19	4,761	16	4,816
Paducah.....	11	125	1,926	36	11	6	1,051	5	931
Remainder of County.....	24	270	5,491	101	14	13	3,110	11	3,885
Ottawa County.....	41	493	10,799	166	30	25	3,127	16	3,772
Miami.....	27	302	6,508	104	18	2	2,424	9	2,315
Remainder of County.....	14	191	4,291	62	12	7	703	7	1,457
Pawnee County.....	11	81	1,459	43	15	4	971	7	1,306
Payne County.....	43	705	17,911	279	31	20	6,969	23	7,868
Cushing.....	15	318	6,110	96	7	11	6,165	4	1,194
Stillwater.....	19	(D)	(D)	(D)	(D)	8	(D)	11	(D)
Remainder of County.....	9	(D)	(D)	(D)	(D)	1	(D)	8	(D)
Pittsburg County.....	50	647	12,502	232	49	38	8,304	18	7,655
McAlester.....	43	(D)	(D)	(D)	(D)	22	(D)	15	(D)
Remainder of County.....	7	(D)	(D)	(D)	(D)	4	(D)	3	(D)
Pontotoc County.....	41	712	13,188	214	23	27	8,686	14	4,488
Ada.....	38	(D)	(D)	(D)	(D)	25	(D)	13	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Pottawatomie County.....	55	948	20,071	295	34	39	10,705	16	4,358
Shawnee.....	41	829	18,062	256	24	29	9,118	12	3,516
Remainder of County.....	14	119	2,009	36	10	10	1,587	4	838
Pushmataha County.....	6	38	689	11	5	3	659	3	349

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE—Continued

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated business, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Roger Mills County.....	9	(D)	(D)	(D)	(D)	1	(D)	8	(D)
Rogers County.....	14	79	1,618	39	15	9	811	5	1,131
Claremore.....	8	(D)	(D)	(D)	(D)	5	(D)	3	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	4	(D)	2	(D)
Seminole County.....	71	1,053	21,563	299	44	54	16,957	17	4,110
Seaside.....	48	891	17,971	228	28	38	13,616	10	3,266
Wewoka.....	14	114	2,236	40	9	11	2,686	3	317
Remainder of County.....	9	86	11,356	31	7	5	655	4	527
Sequoyah County.....	14	112	2,145	57	15	***	***	14	16,330
Stephens County.....	69	1,360	24,946	378	44	45	18,655	24	7,942
Dunson.....	14	126	22,170	320	33	34	15,665	21	6,966
Remainder of County.....	14	154	21,776	58	11	11	21,790	3	1,374
Texas County.....	36	334	8,982	158	31	13	2,057	23	15,289
Tillman County.....	25	164	3,785	79	16	9	2,224	16	5,179
Frederick.....	16	(D)	(D)	(D)	(D)	7	(D)	9	(D)
Remainder of County.....	9	(D)	(D)	(D)	(D)	2	(D)	7	(D)
Tulsa County.....	671	30,417	643,183	6,872	363	464	271,736	207	387,037
Sand Springs.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Tulsa.....	618	28,903	614,247	6,215	328	434	258,496	184	355,528
Remainder of County.....	48	(D)	(D)	(D)	(D)	26	(D)	22	(D)
Wagoner County.....	11	(D)	(D)	(D)	(D)	2	(D)	9	(D)
Washington County.....	39	629	11,892	195	21	29	8,854	10	15,228
Bartlesville.....	36	(D)	(D)	(D)	(D)	28	(D)	8	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Washita County.....	20	159	3,895	68	12	6	640	14	2,026
Woods County.....	26	274	6,283	113	22	8	3,662	17	2,858
Alva.....	16	(D)	(D)	(D)	(D)	7	(D)	9	(D)
Remainder of County.....	9	(D)	(D)	(D)	(D)	1	(D)	8	(D)
Woodward County.....	33	476	9,751	159	17	19	4,230	14	10,345
Woodward.....	23	(D)	(D)	(D)	(D)	17	(D)	6	(D)
Remainder of County.....	10	(D)	(D)	(D)	(D)	2	(D)	8	(D)

Standard Note: (D) Withheld to avoid disclosure. (NA) Not available. XXXX Not applicable. (2) Less than \$500. ... Represents zero.

PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes. Announcements concerning the bulletin series and the volumes may be obtained by filling out the form on the next page.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

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REQUESTS FOR ANNOUNCEMENTS OF 1954 CENSUS OF BUSINESS BULLETINS AND VOLUMES

To receive announcements concerning forthcoming 1954 Census of Business publications, complete this sheet, detach and mail to **Bureau of the Census, Washington 25, D. C.**

(Check appropriate boxes to show the series for which announcements are desired)

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|---|--|--|
| <p>Retail Trade</p> <input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Central Business District Bulletins
<input type="checkbox"/> Census Volumes | <p>Wholesale Trade</p> <input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Census Volumes | <p>Selected Service Trades</p> <input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
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<input type="checkbox"/> Census Volumes |
| <input type="checkbox"/> Public Merchandise Warehouses
<input type="checkbox"/> 1954 Census of Business—Puerto Rico | | |

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Please indicate number of copies and the name of each State for which reports are requested:

RETAIL TRADE		WHOLESALE TRADE		SELECTED SERVICE TRADES	
No.	States requested	No.	States requested	No.	States requested
All Retail Trade reports. Price \$4.00		All Wholesale Trade reports. Price \$4.00		All Selected Service reports. Price \$4.00	

Total number of copies ordered: -----
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1954 Census of Business

WHOLESALE TRADE

February 1956

Series: PW-1-37

OREGON

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Sales

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

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

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

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

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

Active proprietors of unincorporated businesses

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

Establishments, Sales, Payroll, and Personnel

County and city	Total				Merchant wholesalers		Other operating types		
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Establishments	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)	
			Payroll (Dollars)	Employees (Number)					Active proprietors of unincorporated businesses, November (Number)
Oregon, total.....1954..	2,991	123,080	2,582,133	28,752	2,010	1,935	1,281,400	1,056	1,047,570
1948..	2,345	91,276	1,888,572	28,451	1,356	1,359	928,358	986	918,081
Baker County.....	28	705	13,803	216	24	12	8,530	16	84,698
Baker.....	23	622	11,204	199	20	12	8,530	11	74,901
Remainder of County.....	5	83	2,599	17	4	...	...	5	807
Benton County.....	29	543	10,035	151	20	16	5,639	13	74,528
Benton.....	16	404	7,356	102	8	11	4,485	5	24,375
Remainder of County.....	13	139	2,672	49	12	5	1,154	8	51,154
Clackamas County.....	52	1,045	31,254	278	48	32	19,157	20	94,171
Clackamas.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)
Milwaukie.....	8	(D)	(D)	(D)	(D)	7	(D)	1	(D)
Oregon City.....	39	838	27,376	234	39	22	17,468	17	84,120
Remainder of County.....	5	(D)	(D)	(D)	(D)	...	...	...	...
Clatsop County.....	54	890	17,638	213	38	30	4,941	24	6,106
Clatsop.....	37	762	15,028	176	19	22	4,194	15	4,858
Astoria.....	17	128	2,610	37	19	8	747	9	1,252
Remainder of County.....	21	215	4,211	59	17	9	1,492	12	2,144
Columbia County.....	72	1,979	38,213	393	53	55	19,262	17	114,339
Columbia.....	29	(D)	(D)	(D)	(D)	28	(D)	1	(D)
Coos Bay.....	13	341	6,588	62	9	7	1,587	6	5,402
North Bend.....	30	(D)	(D)	(D)	(D)	20	(D)	10	(D)
Remainder of County.....	10	195	4,134	56	9	6	1,377	4	1,644
Cook County.....	8	92	1,729	20	8	5	686	3	1,082
Curry County.....	50	873	18,798	247	36	34	8,333	16	6,533
Curry.....	36	584	11,266	119	28	29	7,353	7	3,477
Remainder of County.....	14	309	7,532	128	8	5	837	9	3,056
Douglas County.....	82	1,751	35,940	400	64	58	16,659	24	17,999
Douglas.....	40	1,287	25,196	260	31	33	11,072	7	41,776
Remainder of County.....	42	464	10,744	140	33	25	5,197	17	13,223
Gilliam County.....	12	(D)	(D)	(D)	(D)	2	(D)	10	(D)
Grant County.....	12	132	3,621	35	9	5	2,268	7	1,903
Grant.....	11	71	1,720	26	10	5	692	6	1,280
Harney County.....	21	2,068	51,671	819	18	10	7,937	11	44,013
Harney.....	115	4,448	100,488	1,004	67	84	62,359	31	19,056
Remainder of County.....	29	29	(D)	(D)	(D)	21	(D)	22	12,491
Jefferson County.....	15	230	5,769	92	10	3	203	12	3,763
Jefferson.....	34	1,324	29,287	327	34	23	9,655	11	7,491
Josephine County.....	22	325	7,244	92	21	14	3,931	8	6,252
Josephine.....	12	999	22,043	238	13	9	5,724	3	1,639
Remainder of County.....	67	1,571	36,207	388	59	39	12,202	28	14,233
Klamath County.....	51	(D)	(D)	(D)	(D)	38	(D)	13	(D)
Klamath Falls.....	16	(D)	(D)	(D)	(D)	1	(D)	15	(D)
Remainder of County.....	15	116	1,981	26	13	7	599	8	1,382
Lane County.....	210	6,565	136,655	1,506	175	161	132,521	49	32,303
Lane.....	145	5,435	112,024	1,231	117	115	112,821	30	26,454
Eugene.....	7	(D)	(D)	(D)	(D)	6	(D)	1	(D)
Springfield.....	58	(D)	(D)	(D)	(D)	40	(D)	18	(D)
Remainder of County.....	33	494	8,154	107	30	18	4,567	15	3,502
Lincoln County.....	74	1,622	31,297	445	57	41	15,639	33	10,297
Lincoln.....	29	794	14,319	188	30	21	8,430	6	3,154
Lebanon.....	6	(D)	(D)	(D)	(D)	4	(D)	2	(D)
Remainder of County.....	39	(D)	(D)	(D)	(D)	16	(D)	23	(D)
Malheur County.....	44	714	14,128	253	38	14	4,458	30	18,146
Malheur.....	146	4,743	110,505	1,710	81	86	30,356	60	27,493
Malheur (part).....	103	2,919	66,223	962	55	58	25,297	35	14,917
Remainder of County.....	43	1,824	44,282	748	26	18	5,059	25	12,576
Morrow County.....	14	(D)	(D)	(D)	(D)	1	(D)	13	(D)
Morrow.....	1,411	81,811	1,742,018	18,156	864	1,016	872,196	395	732,181
Multnomah County.....	1,350	81,120	1,688,518	17,537	706	777	857,588	373	670,899
Multnomah.....	61	2,091	53,563	619	38	39	14,608	22	61,263
Polk County.....	36	816	18,492	227	18	16	4,198	18	24,956
Polk.....	10	216	4,660	52	5	5	2,204	5	4,345
Remainder of County.....	26	600	13,832	175	13	13	1,994	13	20,591
Sherman County.....	10	(D)	(D)	(D)	(D)	2	(D)	8	(D)
Sherman.....	28	551	9,711	119	35	15	2,525	13	9,000

Standard Notation: (D) Withheld to avoid disclosure.

(NA) Not available.

n.e.c. Not elsewhere classified.

XXX Not applicable.

(Z) Less than \$500.

... Represents zero.

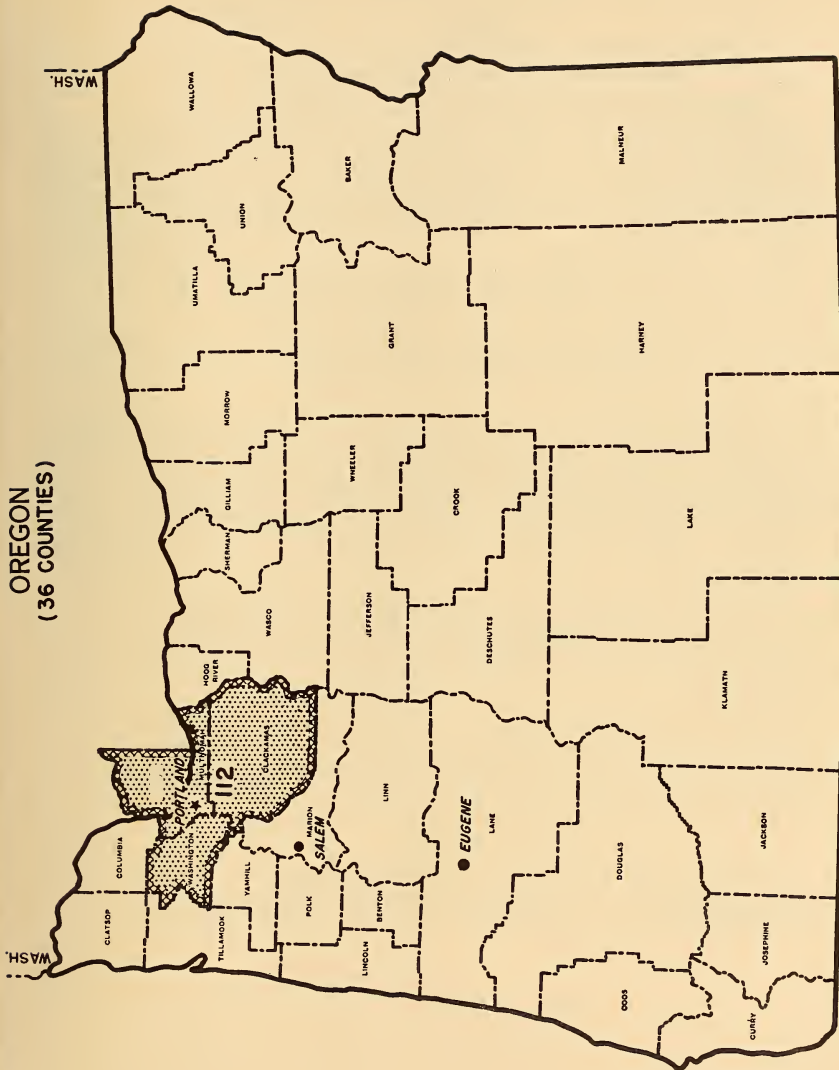
¹Sales in Marion and Polk counties.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Usatilla County.....	85	1,365	261,028	368	64	42	7,373	43	20,535
Pendleton.....	34	625	10,218	143	29	21	4,725	13	11,143
Remainder of County.....	51	740	15,880	225	35	21	2,648	30	9,392
Union County.....	37	465	7,997	146	22	18	3,525	19	4,426
La Grande.....	17	299	5,408	96	10	12	2,761	5	1,507
Remainder of County.....	20	166	2,589	50	12	6	764	14	2,919
Wallowa County.....	13	(0)	(D)	(D)	(0)	2	(D)	11	(D)
Wasco County.....	46	769	13,604	182	34	22	3,116	24	8,374
The Dalles.....	28	574	9,084	128	20	18	2,220	10	5,430
Remainder of County.....	18	195	4,520	54	14	4	896	14	2,944
Washington County.....	50	1,094	21,218	300	39	29	9,620	21	9,840
Hillsboro.....	13	261	5,441	84	8	7	1,598	6	2,680
Remainder of County.....	37	833	15,777	216	31	22	8,022	15	7,160
Wheeler County.....	4	7	(Z)	3	4	***	***	4	759
Yamhill County.....	42	1,165	27,911	363	42	15	8,027	27	10,033
McMinnville.....	15	457	8,128	98	12	10	7,729	5	11,075
Remainder of County.....	27	708	19,783	265	30	5	298	22	8,958

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OREGON (36 COUNTIES)



LEGEND

- PLACES OF 25,000 TO 100,000 (1950)
- ★ PLACES OF 100,000 AND OVER (1950)
- ▨ STANDARD METROPOLITAN AREA

STANDARD METROPOLITAN AREA

CODE
112 PORTLAND

PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

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Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes. Announcements concerning the bulletin series and the volumes may be obtained by filling out the form on the next page.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

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REQUESTS FOR ANNOUNCEMENTS OF 1954 CENSUS OF BUSINESS BULLETINS AND VOLUMES

To receive announcements concerning forthcoming 1954 Census of Business publications, complete this sheet, detach and mail to **Bureau of the Census, Washington 25, D. C.**

(Check appropriate boxes to show the series for which announcements are desired)

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|---|--|--|
| <p style="text-align: center;">Retail Trade</p> <input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Central Business District Bulletins
<input type="checkbox"/> Census Volumes | <p style="text-align: center;">Wholesale Trade</p> <input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
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<input type="checkbox"/> Census Volumes | <p style="text-align: center;">Selected Service Trades</p> <input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
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<input type="checkbox"/> Census Volumes |
| <input type="checkbox"/> Public Merchandise Warehouses
<input type="checkbox"/> 1954 Census of Business—Puerto Rico | | |

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Your Name -----

Street Address ----- City ----- Zone ----- State -----

DEPARTMENT OF COMMERCE

BUREAU OF THE CENSUS

WASHINGTON 25. D. C.

PENALTY FOR PRIVATE USE TO AVOID

PAYMENT OF POSTAGE, \$300

OFFICIAL BUSINESS

1954 Census of Business WHOLESALE TRADE

February 1956

Series: PW-1-38

PENNSYLVANIA

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

Sales

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

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

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

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

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

Active proprietors of unincorporated businesses

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

Establishments, Sales, Payroll, and Personnel

County and city	Total				Merchant wholesalers		Other operating types		
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated business, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Pennsylvania, total.....1954..	15,063	703,046	13,624,330	164,946	10,820	11,272	5,570,838	3,791	7,829,863
	12,405	488,762	9,368,370	150,181	9,239	9,111	4,570,948	3,694	6,013,754
Adams County.....	35	804	17,454	243	30	24	6,623	11	6,223
Gettysburg.....	16	436	7,121	133	16	12	4,780	4	1,646
Remainder of County.....	19	366	10,333	110	14	12	1,843	7	4,577
Allegheny County.....	2,596	162,832	3,161,219	33,963	1,606	1,800	1,117,897	796	2,200,258
Avalon.....	3	26	880	8	1	2	235	1	...
Bellflower.....	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Bethel.....	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Bracknocke.....	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Bradford.....	29	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Brenwood.....	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Brigsville.....	5	68	1,468	28	5	5	1,178	...	...
Carroll.....	28	2,065	38,141	413	15	25	19,136	5	828
Castle Shannon.....	15	589	11,374	114	12	10	3,257	5	18,848
Clatsop.....	9	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Corapolis.....	14	678	11,280	168	12	10	2,043	4	6,884
Crafton.....	5	16	(Z)	9	4	5	285	...	...
Darwin.....	22	262	6,685	73	15	10	3,706	12	4,925
Duquesne.....	9	70	1,765	38	5	9	1,519	...	...
East Pittsburgh.....	6	74	1,301	20	4	6	1,675	...	...
Elgwood.....	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Flora.....	10	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Forest Hills.....	...	...	...	...	...	...	...	...	...
Glasport.....	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Homestead.....	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
McKeesport.....	64	3,006	57,189	728	67	59	31,092	4	2,222
McKees Rocks.....	26	1,411	25,252	305	23	23	12,475	5	11,407
Millvale.....	11	251	4,971	64	10	11	2,791	...	...
Mount Oliver.....	4	74	1,453	21	2	2	806	...	...
Murhall.....	4	119	2,196	33	2	4	3,266	...	...
North Bradock.....	3	146	2,627	33	...	3	1,951	...	...
Oakmont.....	1	59	1,190	11	2	1	965	...	...
Pittsrim.....	...	...	...	...	...	...	...	...	...
Pittsburgh.....	2,025	138,073	2,678,524	28,481	1,193	1,337	907,177	688	2,045,602
Randall.....	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Sevickley.....	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Sharpburg.....	11	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Swinslow.....	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Tarentum.....	9	324	6,765	94	6	9	3,353	...	...
Turtle Creek.....	8	125	2,567	37	5	8	1,679	...	...
West Mifflin.....	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
West View.....	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Wilkesbarre.....	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
White Oak.....	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Wilkesbarre.....	40	1,225	29,582	328	20	31	11,643	9	6,086
Windward.....	6	73	1,528	5	6	5	1,375	...	...
Remainder of County.....	167	9,983	202,714	2,062	107	128	59,701	39	74,168
Armstrong County.....	54	1,387	26,530	407	33	40	16,586	14	8,600
Ford City.....	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Kittanning.....	24	853	17,286	214	16	20	12,571	4	3,374
Remainder of County.....	24	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Beaver County.....	120	3,227	62,140	842	96	99	26,127	21	33,442
Aliquippa.....	9	141	2,123	45	9	9	1,985	...	...
Asbridge.....	15	319	7,512	75	13	15	4,608	...	...
Beaver Falls.....	34	811	15,532	238	28	29	6,438	5	9,991
Ellwood City (part).....	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Midland.....	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Monaca.....	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
New Brighton.....	11	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Robersville.....	10	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Remainder of County.....	23	981	19,068	232	16	12	2,389	11	20,550
Bedford County.....	29	737	14,973	232	26	13	4,549	16	12,088
Berks County.....	368	12,986	243,411	3,427	241	273	109,820	85	118,956
Reading.....	260	9,236	170,941	2,429	171	202	74,116	58	88,202
Shillington.....	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
West Reading.....	48	617	10,488	158	5	11	3,961	3	1,113
Remainder of County.....	17	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Blair County.....	174	5,789	114,785	1,689	113	132	50,877	42	46,465
Altoona.....	123	4,321	81,859	1,247	80	101	41,213	22	26,281
Hollidaysburg.....	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Zanesville.....	44	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Remainder of County.....	29	29	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Bradford County.....	8	1,005	20,004	339	36	29	7,983	19	9,549
Sayre.....	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Remainder of County.....	40	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Bucks County.....	132	4,984	90,393	1,326	86	103	32,271	29	29,714
Brickerville.....	16	664	13,789	165	6	12	2,359	4	7,642
Doylstown.....	11	476	8,669	131	12	8	8,460	5	3,240
Morrisville.....	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Quakertown.....	14	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Remainder of County.....	85	2,567	50,303	707	56	66	17,100	19	17,110
Butler County.....	102	2,434	45,206	723	80	81	25,578	21	8,122
Butler.....	63	2,064	45,863	564	49	53	22,586	10	3,134
Remainder of County.....	39	474	9,343	159	31	28	2,992	11	5,088

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

¹Ellwood City is in Beaver and Lawrence counties.

4 PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE—Continued

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollar)	Employees (Number)					
Camden County.....	212	6,191	123,593	1,678	126	52,986	50	42,255	
Johnston.....	146	5,037	100,121	1,312	77	111	41,785	35 30,081	
Nanty Glo.....	1	(D)	(D)	(D)	(D)	1	(D)	***	
Remainder of County.....	65	(D)	(D)	(D)	(D)	50	(D)	15 (D)	
Cameron County.....	3	(D)	(D)	(D)	(D)	2	(D)	1 (D)	
Carbon County.....	40	466	9,010	185	23	36	6,268	4 1,293	
Jls Thropo.....	3	21	(Z)	1	3	***	204	***	
Lansford.....	11	217	4,221	67	6	11	3,117	***	
Lehighton.....	9	(D)	(D)	(D)	(D)	8	(D)	1 (D)	
Palmerton.....	5	(D)	(D)	(D)	(D)	4	(D)	1 (D)	
Remainder of County.....	12	(D)	(D)	(D)	(D)	10	(D)	2 (D)	
Centre County.....	47	736	13,584	251	31	34	7,095	13 8,816	
Belfonte.....	1	(D)	(D)	(D)	(D)	6	(D)	2 (D)	
State College.....	12	119	2,880	52	1	9	1,396	3 482	
Remainder of County.....	27	(D)	(D)	(D)	(D)	19	(D)	8 (D)	
Chester County.....	158	5,640	109,809	1,527	119	119	36,256	39 57,115	
Cottescville.....	24	2,028	39,068	503	17	21	8,335	3 9,990	
Florensville.....	12	(D)	(D)	(D)	(D)	10	(D)	2 (D)	
West Chester.....	25	386	9,214	138	21	21	3,588	4 3,073	
Remainder of County.....	97	(D)	(D)	(D)	(D)	67	(D)	30 (D)	
Clarion County.....	41	502	11,562	184	34	34	4,856	7 3,876	
Clearfield County.....	73	1,456	27,834	477	53	56	12,451	17 9,513	
Clearfield.....	19	370	7,065	115	14	15	3,579	4 1,579	
Du Bois.....	28	701	13,545	202	21	20	4,774	8 5,838	
Remainder of County.....	26	385	7,224	160	18	21	4,394	5 2,101	
Clinton County.....	28	649	11,608	200	30	20	5,703	8 2,988	
Lock Haven.....	18	557	9,969	171	20	14	4,523	2 2,125	
Remainder of County.....	10	92	1,619	29	10	6	1,179	4 861	
Columbia County.....	46	912	17,763	294	33	34	6,225	12 10,059	
Ashland (part) ²	16	(D)	(D)	(D)	(D)	14	(D)	2 (D)	
Berwick.....	24	439	8,589	146	15	16	3,570	8 6,889	
Bloomburg.....	***	***	***	***	***	***	***	2 (D)	
Remainder of County.....	6	(D)	(D)	(D)	(D)	4	(D)	2 (D)	
Crawford County.....	73	1,118	25,684	359	61	46	11,933	27 10,214	
Meadville.....	34	560	12,092	186	28	26	5,885	8 3,737	
Titusville.....	14	233	4,162	60	6	9	3,373	5 1,768	
Remainder of County.....	25	325	9,430	113	23	11	2,677	14 4,703	
Cumberland County.....	73	3,894	69,339	930	48	48	18,210	25 38,213	
Conowing Hill.....	30	503	5,137	71	3	3	31	3 1,001	
Carlisle.....	4	462	9,779	165	29	19	4,298	5 5,530	
Mechanicsburg.....	7	(D)	(D)	(D)	(D)	5	(D)	2 (D)	
New Cumberland.....	2	(D)	(D)	(D)	(D)	2	(D)	***	
Shippensburg (part) ³	4	(D)	(D)	(D)	(D)	3	(D)	1 (D)	
Remainder of County.....	30	2,883	48,177	633	12	16	11,000	14 28,343	
Dauphin County.....	361	24,502	465,728	5,815	196	244	174,761	117 209,345	
Harrisburg.....	296	21,904	414,486	5,093	159	200	159,495	96 169,430	
Middletown.....	5	(D)	(D)	(D)	(D)	4	(D)	1 (D)	
Steelton.....	6	125	2,315	34	4	3	367	3 717	
Remainder of County.....	54	(D)	(D)	(D)	(D)	37	(D)	17 (D)	
Delaware County.....	335	11,541	225,586	2,668	273	263	81,814	73 93,051	
Chester.....	66	5,974	117,610	1,282	88	82	42,751	4 14,279	
Clifton Heights.....	6	(D)	(D)	(D)	(D)	5	(D)	1 (D)	
Collingdale.....	4	250	5,181	46	1	4	1,985	***	
Darby.....	8	(D)	(D)	(D)	(D)	7	(D)	***	
Glenold.....	2	(D)	(D)	(D)	(D)	2	(D)	***	
Lansdowne.....	19	(D)	(D)	(D)	(D)	16	(D)	3 (D)	
Media.....	9	(D)	(D)	(D)	(D)	7	(D)	2 (D)	
Norwood.....	***	***	***	***	***	***	***	***	
Prospect Park.....	2	(D)	(D)	(D)	(D)	1	(D)	1 (D)	
Sharon Hill.....	4	(D)	(D)	(D)	(D)	3	(D)	1 (D)	
Yeadon.....	4	64	1,106	17	3	4	619	***	
Remainder of County.....	191	3,959	75,428	982	147	131	27,578	60 64,083	
Elk County.....	24	419	10,223	120	27	23	3,626	5 2,267	
Ridgway.....	7	(D)	(D)	(D)	(D)	6	(D)	1 (D)	
St. Marys.....	8	(D)	(D)	(D)	(D)	7	(D)	1 (D)	
Remainder of County.....	9	(D)	(D)	(D)	(D)	6	(D)	3 (D)	
Eric County.....	314	11,250	224,240	2,769	200	237	123,962	77 69,914	
Conry.....	12	6	4,524	7	1	9	1,678	3 2,275	
Eric.....	259	10,209	203,959	2,489	161	201	118,079	58 55,624	
Remainder of County.....	43	760	15,757	203	33	27	4,205	16 12,015	
Fayette County.....	145	3,071	59,152	897	110	111	30,514	34 19,462	
Brownsville.....	7	(D)	(D)	(D)	(D)	6	(D)	1 (D)	
Combsville.....	18	259	8,965	101	11	15	3,465	3 1,481	
Uniontown.....	66	1,989	35,524	548	51	50	20,000	16 12,108	
Remainder of County.....	54	(D)	(D)	(D)	(D)	40	(D)	14 (D)	
Forest County.....	1	(D)	(D)	(D)	(D)	1	(D)	***	
Franklin County.....	85	2,001	48,499	624	66	54	12,906	31 29,727	
Chambersburg.....	41	876	23,622	243	29	29	7,926	12 7,179	
Shippensburg (part) ³	***	***	***	***	***	***	***	***	
Waynesburg.....	17	***	12,965	150	11	11	6,901	6 6,001	
Remainder of County.....	27	526	11,975	145	26	14	1,897	13 16,210	

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

²Ashland is in Columbia and Schuylkill counties.

³Shippensburg is in Cumberland and Franklin counties.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Pulmon County.....	6	(D)	(D)	(D)	(D)	5	(D)	1	(D)
Greene County.....	27	289	4777	115	33	22	3,899	5	2,344
Waynesburg.....	14	(D)	(D)	(D)	(D)	12	(D)	2	(D)
Remainder of County.....	13	(D)	(D)	(D)	(D)	10	(D)	3	(D)
Huntingdon County.....	30	840	16,599	271	21	23	9,707	7	3,132
Huntingdon.....	12	(D)	(D)	(D)	(D)	11	(D)	1	(D)
Remainder of County.....	18	(D)	(D)	(D)	(D)	12	(D)	6	(D)
Indiana County.....	35	1,290	26,007	437	36	39	16,202	14	9,055
Elizaville.....	11	(D)	(D)	(D)	(D)	9	(D)	2	(D)
Indiana.....	21	628	12,100	209	10	14	8,727	7	2,057
Remainder of County.....	21	(D)	(D)	(D)	(D)	16	(D)	5	(D)
Jefferson County.....	46	874	16,012	259	37	34	9,974	12	2,957
Paris.....	21	315	6,193	102	14	16	4,826	5	1,234
Remainder of County.....	25	559	9,819	157	23	18	5,148	7	1,723
Juniata County.....	12	(D)	(D)	(D)	(D)	10	(D)	7	(D)
Lackawanna County.....	361	17,029	259,408	3,515	252	302	114,046	79	72,186
Archbald.....	3	71	1,136	11	...	3	825	...	...
Blakeley.....	...	...	...	...	...	...	...	...	...
Carbondale.....	10	(D)	(D)	(D)	(D)	8	(D)	2	(D)
Richon City.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Dunmore.....	3	105	2,403	33	2	3	837	...	...
Old Forge.....	2	(D)	(D)	(D)	(D)	2	(D)	...	...
Clarendon.....	7	(D)	(D)	(D)	(D)	6	(D)	1	(D)
Scranton.....	323	11,833	239,090	3,162	208	254	100,973	69	67,048
...
Thrupp.....	3	37	767	3	...	...	689	...	...
Winton.....	...	...	...	...	...	...	...	...	...
Remainder of County.....	26	601	12,450	171	19	20	5,002	6	3,924
Lancaster County.....	361	14,229	274,203	3,908	254	264	119,939	97	163,061
Columbia.....	15	(D)	(D)	(D)	(D)	13	(D)	13	(D)
Elizabethtown.....	11	(D)	(D)	(D)	(D)	9	(D)	2	(D)
Elmira.....	15	921	21,245	363	13	10	7,009	5	5,193
Lancaster.....	106	9,231	172,399	2,341	123	139	70,906	47	85,163
Lititz.....	9	163	4,320	43	5	3	3,043	...	...
Remainder of County.....	125	3,494	67,904	1,031	94	84	25,857	41	67,755
Lawrence County.....	111	2,786	58,058	784	103	92	30,020	19	11,379
Elwood City (part)*.....	9	(D)	(D)	(D)	(D)	7	(D)	2	(D)
New Castle.....	85	2,134	48,396	636	72	72	25,525	12	7,486
Remainder of County.....	17	(D)	(D)	(D)	(D)	22	(D)	5	(D)
Lebanon County.....	52	2,253	40,735	677	68	72	22,025	19	12,765
Lebanon.....	91	1,372	24,475	426	39	43	10,025	9	2,870
Palmyra.....	8	(D)	(D)	(D)	(D)	7	(D)	1	(D)
Remainder of County.....	31	(D)	(D)	(D)	(D)	22	(D)	9	(D)
Lehigh County.....	328	19,042	377,833	4,816	212	251	14,486	77	124,029
Allentown.....	259	14,848	293,629	3,748	161	202	10,419	57	79,004
Bethlehem (part)*.....	17	415	10,250	144	14	17	5,115	...	...
Emmaus.....	9	582	12,640	97	5	4	499	5	6,809
Fountain Hill.....	...	...	...	...	...	...	...	...	...
Remainder of County.....	43	3,197	61,314	827	32	28	4,683	15	38,216
Luzerne County.....	477	14,510	287,114	4,006	391	379	133,259	98	95,722
Ashley.....	...	...	...	...	...	...	...	...	...
Duryea.....	1	(D)	(D)	(D)	(D)	1	(D)	...	...
Edwardsville.....	2	(D)	(D)	(D)	(D)	2	(D)	...	...
Export.....	4	(D)	(D)	(D)	(D)	2	(D)	...	...
Forty Fort.....	17	613	11,324	144	4	12	3,383	4	5,242
Freeland.....	7	84	2,003	27	6	7	1,173	...	...
Hazleton.....	81	2,415	47,922	719	79	71	26,401	9	32,601
Kingston.....	37	1,837	35,887	430	33	27	14,122	10	8,854
Lacksville.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Luzerne.....	...	...	...	...	...	...	...	...	...
Neotoma.....	...	...	...	...	...	...	...	...	...
Pittston.....	...	...	...	...	...	...	...	...	...
Plymouth.....	17	(D)	(D)	(D)	(D)	15	(D)	2	(D)
Scranton.....	8	149	3,025	51	...	...	2,125	...	...
Snyderville.....	2	(D)	(D)	(D)	(D)	2	(D)	...	...
West Hazleton.....	6	158	3,355	43	3	3	145	3	887
West Pittston.....	8	(D)	(D)	(D)	(D)	6	(D)	...	...
Wilkes-Barre.....	227	7,586	148,859	2,060	178	180	71,032	47	51,337
Remainder of County.....	57	895	19,515	322	48	41	9,685	16	10,769
Lycoming County.....	134	4,597	90,531	1,255	72	110	37,773	24	20,952
Jersey Shore.....	5	(D)	(D)	(D)	(D)	5	(D)	1	(D)
South Williamsport.....	6	(D)	(D)	(D)	(D)	...	...	...	...
Williamsport.....	97	3,536	68,899	969	45	85	34,036	12	9,075
Remainder of County.....	30	(D)	(D)	(D)	(D)	20	(D)	10	(D)
McKean County.....	85	2,029	40,898	552	61	70	17,012	15	-6,446
Bradford.....	11	1,678	33,011	431	30	30	14,143	6	3,000
Kane.....	14	120	2,636	40	12	10	794	4	918
Remainder of County.....	20	234	5,251	81	19	15	2,035	5	2,468
Mercer County.....	96	3,658	77,893	915	90	77	37,659	19	52,518
Paris.....	12	322	6,950	92	15	12	3,640	...	...
Greenville.....	13	(D)	(D)	(D)	(D)	11	(D)	...	...
Grove City.....	7	(D)	(D)	(D)	(D)	5	(D)	...	...
Sharon.....	42	2,193	46,945	475	44	3	25,928	8	45,689
Sharpsville.....	3	(D)	(D)	(D)	(D)	2	(D)	...	...
Remainder of County.....	19	480	9,971	177	12	13	1,838	6	5,620

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.
 *Elwood City is in Beaver and Lawrence counties. *Bethlehem is in Lehigh and Northampton counties.

6 PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE—Continued

Establishments, Sales, Payroll, and Personnel

County and city	Total				Merchant wholesalers		Other operating types		
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Allegheny County.....	57	974	19,542	381	51	45	10,771	12	6,157
Ligonier.....	14	708	14,023	263	43	38	8,422	6	1,758
Remainder of County.....	13	266	5,503	118	8	7	2,349	6	4,379
Armstrong County.....	49	812	17,167	249	43	35	7,122	14	5,485
East Stroudsburg.....	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Stroudsburg.....	33	562	10,528	160	32	23	5,466	10	4,092
Remainder of County.....	9	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Montgomery County.....	537	15,704	305,939	3,851	367	371	139,787	156	177,720
Bridgeport.....	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Coraopolis.....	15	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Jenkintown.....	30	439	7,591	92	26	19	7,003	11	7,859
Lansdale.....	20	495	9,431	117	17	17	4,841	3	1,281
Marbleton.....	15	219	4,987	52	8	4	593	11	7,213
Norristown.....	71	2,183	43,149	369	47	61	17,988	10	8,010
Pottstown.....	42	1,211	24,138	338	42	36	9,634	6	3,038
Reamstown.....	338	(D)	(D)	(D)	(D)	214	(D)	124	(D)
Remainder of County.....	9	(D)	(D)	(D)	(D)	7	(D)	2	(D)
Danville.....	7	(D)	(D)	(D)	(D)	7	(D)	(D)	(D)
Remainder of County.....	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Northampton County.....	193	6,228	112,884	1,642	134	168	72,006	25	23,613
Bangor.....	11	82	1,446	28	10	11	1,224	(D)	(D)
Bechtelheim (part).....	25	2,188	36,716	368	44	48	34,811	7	3,160
Easton.....	87	2,926	52,858	769	56	75	27,309	12	15,914
Hellertown.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Nazareth.....	4	40	626	93	3	3	558	(D)	(D)
Northampton.....	6	(D)	(D)	(D)	(D)	5	(D)	1	(D)
Wilson.....	2	(D)	(D)	(D)	(D)	2	(D)	(D)	(D)
Remainder of County.....	25	(D)	(D)	(D)	(D)	21	(D)	(D)	(D)
Northumberland County.....	121	2,704	49,942	839	108	90	24,000	22	16,599
Kulpport.....	2	(D)	(D)	(D)	(D)	2	(D)	(D)	(D)
Millton.....	7	(D)	(D)	(D)	(D)	1	(D)	(D)	(D)
Mount Carmel.....	19	310	5,528	82	18	16	3,263	(D)	(D)
Shanick.....	12	770	13,851	237	27	27	7,454	5	4,803
Sunbury.....	33	924	16,947	258	31	28	7,382	5	3,088
Remainder of County.....	28	(D)	(D)	(D)	(D)	17	(D)	11	(D)
Perry County.....	17	224	4,217	68	16	8	1,139	9	2,662
Philadelphia County (coextensive with Philadelphia city).....	4,936	294,070	5,634,922	64,804	3,779	3,745	2,378,839	1,191	3,679,923
Pike County.....	6	(D)	(D)	(D)	(D)	4	(D)	2	(D)
Potter County.....	21	265	7,553	169	12	13	1,367	8	2,513
Schuylkill County.....	190	4,852	90,556	1,498	151	155	41,648	35	34,558
Ashland (part).....	6	(D)	(D)	(D)	(D)	5	2,055	(D)	(D)
Coaldale.....	1	(D)	(D)	(D)	(D)	1	(D)	(D)	(D)
Frackville.....	10	(D)	(D)	(D)	(D)	8	(D)	2	(D)
Mahanoy City.....	10	77	1,399	31	6	10	1,774	(D)	(D)
Minersville.....	5	35	728	13	3	3	667	(D)	(D)
Pottsville.....	61	1,688	31,143	522	44	53	16,394	8	9,500
St. Clair.....	4	202	4	9	4	4	1,008	(D)	(D)
Schuylkill Haven.....	9	(D)	(D)	(D)	(D)	8	(D)	1	(D)
Shenandoah.....	22	(D)	(D)	(D)	(D)	20	(D)	2	(D)
Tamaqua.....	15	(D)	(D)	(D)	(D)	13	(D)	2	(D)
Remainder of County.....	47	1,086	21,272	356	41	27	7,525	20	19,986
Snyder County.....	22	366	3,444	78	15	16	1,462	6	1,924
Somerset County.....	53	678	12,473	240	34	40	9,397	13	9,230
Somerset.....	16	283	5,297	77	12	12	2,733	4	6,803
Winster.....	7	25	585	19	2	4	432	3	900
Remainder of County.....	30	366	6,491	144	25	24	5,212	6	2,236
Sullivan County.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Susquehanna County.....	21	208	4,557	80	13	14	1,983	7	1,827
Tioga County.....	32	223	4,651	103	25	19	1,396	13	4,165
Union County.....	21	442	7,397	140	12	16	3,659	5	1,725
Lewisburg.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)
Remainder of County.....	16	(D)	(D)	(D)	(D)	13	(D)	3	(D)
Venango County.....	62	1,400	28,314	436	58	53	11,916	9	10,925
Franklin.....	12	(D)	(D)	(D)	(D)	11	(D)	1	(D)
Oil City.....	36	922	18,635	285	32	31	7,673	5	5,993
Remainder of County.....	14	(D)	(D)	(D)	(D)	11	(D)	3	(D)
Warren County.....	41	1,360	27,254	508	41	32	9,983	9	4,591
Warren.....	31	1,061	20,594	367	35	26	8,666	5	3,092
Remainder of County.....	10	299	6,660	141	6	6	1,317	4	1,499
Washington County.....	166	4,587	99,228	1,317	148	136	44,525	30	33,212
Cromburg.....	16	856	22,716	208	13	12	7,988	4	1,807
Centerville.....	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Charleroi.....	14	(D)	(D)	(D)	(D)	13	(D)	1	(D)
Donora.....	9	95	1,785	42	12	9	1,602	(D)	(D)
Monacahele.....	11	116	2,320	60	13	11	1,822	(D)	(D)
Washington.....	13	1,250	23,285	369	42	42	13,361	11	7,717
Remainder of County.....	62	(D)	(D)	(D)	(D)	49	(D)	13	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

Ashland is in Columbia and Schuylkill counties. Bethlehem is in Lehigh and Northampton counties.

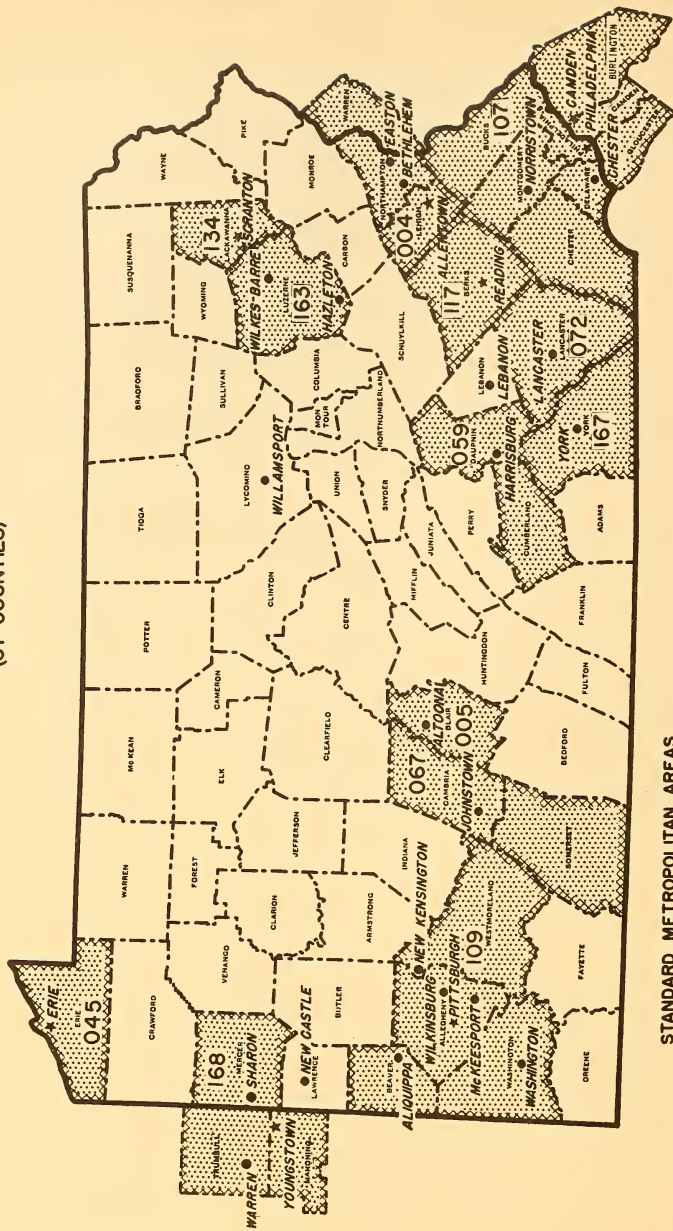
PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE—Continued 7

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Wayne County.....	33	369	7,822	135	15	20	6,857	13	7,142
Honesdale.....	21	280	5,157	86	9	13	5,882	8	5,844
Remainder of County.....	12	89	2,665	49	6	7	975	5	1,298
Westmoreland County.....	241	5,404	110,494	1,564	188	201	47,697	40	53,467
Arnold.....	3	24	(Z)	8	2	3	333	***	***
Greensburg.....	62	2,156	42,004	595	47	50	17,234	12	10,087
Jeanette.....	19	388	7,502	159	15	15	3,029	4	1,742
Lattro.....	22	517	11,057	133	17	17	2,450	5	9,697
Monessen.....	12	154	3,126	57	12	12	3,844	***	***
Mount Pleasant.....	14	(D)	(D)	34	(D)	13	(D)	1	***
New Kensington.....	24	(D)	(D)	(D)	(D)	22	(D)	2	(D)
Scottsdale.....	7	99	2,674	34	5	7	1,240	***	***
Vandergrift.....	12	100	1,444	34	10	12	1,488	***	***
Remainder of County.....	66	1,464	30,619	365	42	50	8,948	16	31,081
Wyoming County.....	21	200	4,130	97	18	10	1,531	11	4,622
York County.....	266	11,930	232,507	2,955	150	200	93,207	66	87,214
Hanover.....	35	683	13,220	238	23	30	6,644	5	1,703
Red Lion.....	8	(D)	(D)	(D)	(D)	7	(D)	1	(D)
West York.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***
York.....	178	10,288	200,398	2,342	89	134	80,015	44	74,224
Remainder of County.....	44	(D)	(D)	(D)	(D)	28	(D)	16	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

PENNSYLVANIA (67 COUNTIES)



STANDARD METROPOLITAN AREAS

CODE	NAME
004	ALLENTOWN - BETHLEHEM - EASTON
005	ALTOONA
045	ERIE
059	HARRISBURG
067	JOHNSTOWN
072	LANCASTER
045	LEHIGH VALLEY
107	PHILADELPHIA
109	PITTSBURGH
117	READING
134	SCRANTON
163	WILKES-BARRE
167	YORK
168	YOUNGSTOWN, OHIO

LEGEND

- PLACES OF 25,000 TO 100,000 (1950)
- ★ PLACES OF 100,000 AND OVER (1950)
- ▨ STANDARD METROPOLITAN AREAS

1954 Census of Business WHOLESALE TRADE

January 1956

Series: FW-1-39

RHODE ISLAND

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

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

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



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

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

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

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

EXPLANATION OF TERMS

Establishments

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

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

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

Sales

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

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

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

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

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

Active proprietors of unincorporated businesses

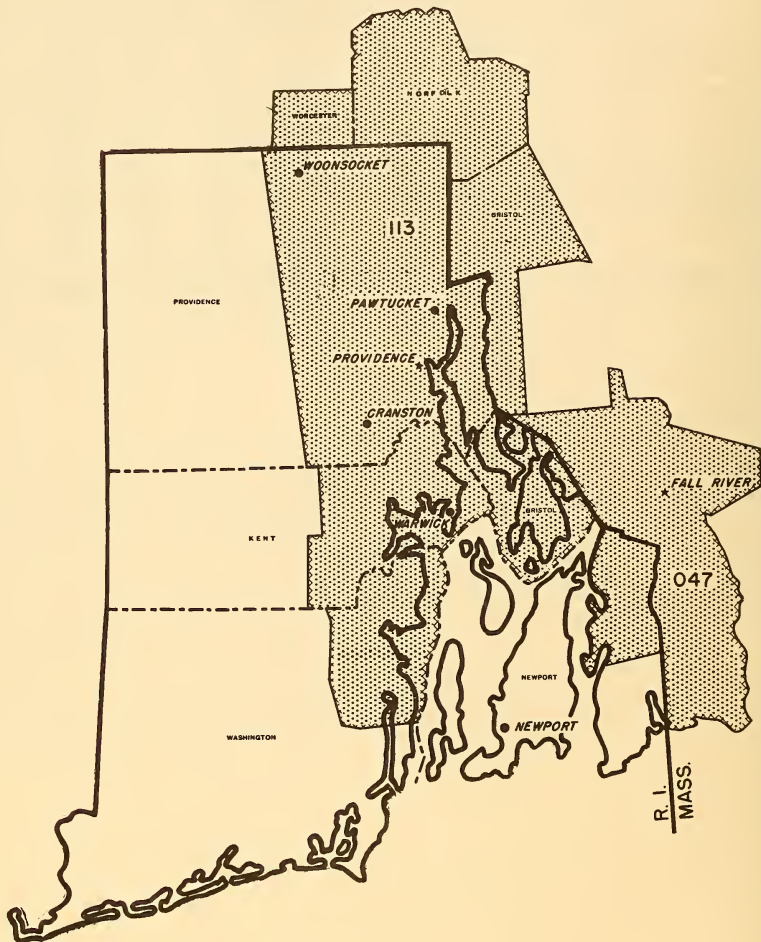
Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated business, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Rhode Island, total.....1954..	1,256	49,206	926,110	12,554	582	1,053	479,969	203	446,901
.....1948..	994	34,914	651,841	11,027	501	816	346,120	178	366,392
Bristol County.....	20	(D)	(D)	(D)	(D)	19	(D)	1	(D)
Kent County.....	56	1,080	20,190	294	27	51	12,890	5	3,253
Marblehead.....	29	(D)	(D)	(D)	(D)	26	(D)	3	(D)
Remainder of County.....	27	(D)	(D)	(D)	(D)	25	(D)	2	(D)
Newport County.....	36	987	20,033	292	28	26	7,991	10	14,255
Newport.....	24	614	12,338	200	21	18	7,175	6	3,154
Remainder of County.....	12	373	7,695	92	7	8	816	4	11,101
Providence County.....	1,117	46,193	866,808	11,660	504	935	448,670	182	426,005
Central Falls.....	15	(D)	(D)	(D)	(D)	14	(D)	1	(D)
Cranston.....	40	983	16,240	251	21	30	12,718	10	9,204
Pawtucket.....	111	3,819	74,720	1,015	53	94	34,219	17	23,272
Providence.....	784	34,424	643,468	8,689	328	654	341,775	130	250,862
Woonsocket.....	78	1,952	35,950	530	38	69	35,349	9	7,469
Remainder of County.....	89	(D)	(D)	(D)	(D)	74	(D)	15	(D)
Washington County.....	27	(D)	(D)	(D)	(D)	22	(D)	5	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

RHODE ISLAND (5 COUNTIES)



STANDARD METROPOLITAN AREAS

CODE

047 FALL RIVER, MASS.
113 PROVIDENCE

LEGEND

- PLACES OF 25,000 TO 100,000 (1960)
- ★ PLACES OF 100,000 AND OVER (1960)



STANDARD METROPOLITAN AREAS

U. S. DEPARTMENT OF COMMERCE

Field Offices

ALBUQUERQUE, N. MEX.
Rm. 321, Post Office Bldg.
Phone: 7-0311, Ext. 386

ATLANTA 5, GA.
Room 336
Peachtree and Seventh St. Bldg.
Phone: Elgin 3311

BOSTON 9, MASS.
Room 1416
U. S. Post Office & Courthouse
Phone: Liberty 2-5600
Ext. 478

BUFFALO 3, N. Y.
504 Federal Bldg.
117 Ellicott Street
Phone: Madison 4216

CHARLESTON 4, S. C.
Area 2 Sergeant Jasper Bldg.
West End Broad Street
Phone: 2-7771

CHEYENNE, WYO.
307 Federal Office Bldg.
Phone: 8-8931, Ext. 101 & 102

CHICAGO 6, ILL.
226 West Jackson Blvd.
Phone: Andover 3-3600

CINCINNATI 2, OHIO
442 U. S. Post Office &
Courthouse
Phone: Cherry 5820, Ext. 440

CLEVELAND 14, OHIO
1100 Chester Avenue
Phone: Cherry 1-7900

DALLAS 2, TEX.
1114 Commerce Street
Phone: Sterling 5611

DENVER 2, COLO.
142 New Custom House
Phone: Keystone 4-4151,
Ext. 598

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RENO, NEV.
1479 Wells Avenue
Phone: 2-7133

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900 North Lombardy St.
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Phone: 4-2552
Ext. 341 & 342

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555 Battery St.
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Phone: 2-4755

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809 Federal Office Bldg.
909 First Avenue
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PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes. Announcements concerning the bulletin series and the volumes may be obtained by filling out the form on the next page.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

ORDER BLANK

REQUESTS FOR ANNOUNCEMENTS OF 1954 CENSUS OF BUSINESS BULLETINS AND VOLUMES

To receive announcements concerning forthcoming 1954 Census of Business publications, complete this sheet, detach and mail to **Bureau of the Census, Washington 25, D. C.**

(Check appropriate boxes to show the series for which announcements are desired)

- | | | |
|--|---|---|
| <p>Retail Trade</p> <p><input type="checkbox"/> Area Bulletins</p> <p><input type="checkbox"/> Subject Bulletins</p> <p><input type="checkbox"/> Trade Bulletins</p> <p><input type="checkbox"/> Central Business District Bulletins</p> <p><input type="checkbox"/> Census Volumes</p> | <p>Wholesale Trade</p> <p><input type="checkbox"/> Area Bulletins</p> <p><input type="checkbox"/> Subject Bulletins</p> <p><input type="checkbox"/> Trade Bulletins</p> <p><input type="checkbox"/> Census Volumes</p> | <p>Selected Service Trades</p> <p><input type="checkbox"/> Area Bulletins</p> <p><input type="checkbox"/> Subject Bulletins</p> <p><input type="checkbox"/> Trade Bulletins</p> <p><input type="checkbox"/> Census Volumes</p> |
| <p><input type="checkbox"/> Public Merchandise Warehouses</p> <p><input type="checkbox"/> 1954 Census of Business—Puerto Rico</p> | | |

ORDERS FOR ADDITIONAL COPIES OF PRELIMINARY REPORTS OF 1954 CENSUS OF BUSINESS RESULTS

Three separate *preliminary* series of reports—for retail trade, for wholesale trade, and for selected service trades—are being issued. Each of these three preliminary series consists of a United States report and a report for each State. Orders for copies of preliminary reports should be sent to the Bureau of the Census, Washington 25, D. C. Payment must be included with your order. Make checks or money orders payable to Census, Department of Commerce. Government Printing Office coupons or authorizations to charge the amount to your account with the Superintendent of Documents will also be acceptable. In the last instance, please report your account number. **The cost of each report is 10 cents.**

Please indicate number of copies and the name of each State for which reports are requested:

RETAIL TRADE		WHOLESALE TRADE		SELECTED SERVICE TRADES	
No.	States requested	No.	States requested	No.	States requested
All Retail Trade reports. Price \$4.00		All Wholesale Trade reports. Price \$4.00		All Selected Service reports. Price \$4.00	

Total number of copies ordered: -----
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DEPARTMENT OF COMMERCE

BUREAU OF THE CENSUS

WASHINGTON 25, D. C.

OFFICIAL BUSINESS

PENALTY FOR PRIVATE USE TO AVOID
PAYMENT OF POSTAGE, \$300

1954 Census of Business WHOLESALE TRADE

January 1956

Series: PW-1-40

SOUTH CAROLINA

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

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

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



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

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

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

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

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

EXPLANATION OF TERMS

Establishments

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

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

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

Sales

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

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

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

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

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

Active proprietors of unincorporated businesses

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

Establishments, Sales, Payroll, and Personnel

County and city	Total				Merchant wholesalers		Other operating types		
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated business, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
South Carolina, total..... 1954-1953..	2, 014 1, 517	56, 245 36, 297	1, 085, 569 695, 440	18, 457 13, 402	1, 220 947	1, 254 837	627, 683 456, 826	760 680	706, 667 528, 203
Abbeville County.....	5	84	1, 544	31	4	4	907	5	1, 129
Abbeville.....	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Remainder of County.....	4	(D)	(D)	(D)	(D)	***	***	4	(D)
Aiken County.....	30	383	8, 162	131	27	16	2, 569	14	5, 496
Aiken.....	16	269	5, 980	80	15	7	1, 349	9	4, 425
North Augusta.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Remainder of County.....	12	(D)	(D)	(D)	(D)	8	(D)	4	(D)
Allendale County.....	5	(D)	(D)	(D)	(D)	2	(D)	3	(D)
Anderson County.....	81	1, 668	35, 520	709	40	57	18, 255	24	14, 456
Anderson.....	54	1, 330	29, 342	540	28	43	14, 239	11	6, 535
Remainder of County.....	27	538	10, 178	169	12	14	4, 016	13	7, 923
Bamberg County.....	12	114	2, 131	65	11	5	657	7	1, 745
Barnwell County.....	8	120	2, 377	52	5	4	1, 461	4	3, 838
Beaufort County.....	20	199	3, 547	71	8	13	1, 747	7	1, 951
Beaufort.....	12	137	2, 339	38	4	8	1, 351	4	1, 475
Remainder of County.....	8	62	1, 208	33	4	5	386	3	478
Berkeley County.....	7	25	500	13	6	3	709	4	1, 748
Calhoun County.....	13	230	4, 006	104	10	5	2, 243	8	5, 141
Charleston County.....	229	8, 482	159, 295	3, 239	116	164	77, 109	65	69, 756
Charleston.....	186	6, 236	114, 013	1, 811	89	126	67, 268	40	28, 745
Remainder of County.....	63	2, 246	45, 282	1, 428	27	38	9, 841	25	41, 011
Cherokee County.....	17	429	7, 491	122	13	10	3, 307	7	2, 347
Gaffney.....	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Chester County.....	19	671	11, 289	186	11	13	9, 636	6	1, 612
Chester.....	17	(D)	(D)	(D)	(D)	11	(D)	6	(D)
Remainder of County.....	2	(D)	(D)	(D)	(D)	2	(D)	***	***
Chesterfield County.....	23	207	3, 427	74	25	11	5, 688	12	6, 469
Clarendon County.....	11	52	1, 197	26	6	5	317	6	1, 779
Colleton County.....	22	330	6, 949	160	15	11	2, 779	11	5, 833
Darlington County.....	33	673	12, 588	264	20	21	10, 729	12	9, 034
Darlington.....	11	(D)	(D)	(D)	(D)	9	(D)	2	(D)
Wentzville.....	11	202	3, 633	67	5	7	2, 230	4	1, 427
Remainder of County.....	11	(D)	(D)	(D)	(D)	5	(D)	6	(D)
Dillon County.....	21	456	12, 820	267	18	8	4, 639	13	5, 562
Dillon.....	13	188	6, 237	179	16	5	1, 979	8	3, 248
Remainder of County.....	8	268	4, 583	88	2	3	2, 660	5	2, 314
Dorchester County.....	12	141	2, 833	63	6	5	2, 025	7	1, 989
Edgefield County.....	8	97	1, 718	34	8	3	3, 043	5	2, 278
Fairfield County.....	12	158	3, 047	66	9	8	1, 607	4	1, 464
Florence County.....	106	2, 536	50, 734	1, 137	69	61	21, 778	45	40, 302
Florence.....	62	1, 747	32, 217	576	36	44	13, 315	18	19, 061
Lake City.....	19	(D)	(D)	(D)	(D)	7	(D)	12	(D)
Remainder of County.....	25	(D)	(D)	(D)	(D)	10	(D)	15	(D)
Georgetown County.....	19	241	4, 497	86	12	10	1, 678	9	3, 442
Georgetown.....	15	(D)	(D)	(D)	(D)	8	(D)	7	(D)
Remainder of County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Greenville County.....	281	9, 031	178, 898	2, 550	129	184	93, 191	97	138, 659
Greenville.....	222	7, 709	153, 995	2, 058	98	139	79, 251	83	123, 159
Oconee (part).....	5	(D)	(D)	(D)	(D)	5	(D)	***	***
Remainder of County.....	54	(D)	(D)	(D)	(D)	40	(D)	14	(D)
Greenwood County.....	47	983	17, 849	315	25	30	14, 172	17	26, 289
Greenwood.....	33	738	13, 650	209	14	22	12, 236	11	21, 088
Remainder of County.....	14	245	4, 199	106	11	8	1, 936	6	2, 202
Hampton County.....	13	169	3, 332	74	14	6	1, 407	7	5, 171
Horry County.....	50	876	16, 637	356	30	26	9, 641	24	14, 896
Horry.....	21	508	10, 331	162	11	15	7, 651	6	3, 303
Conway.....	29	327	6, 306	194	19	11	1, 980	18	10, 995
Remainder of County.....	6	(D)	(D)	(D)	(D)	2	(D)	4	(D)
Jasper County.....	20	520	9, 616	156	10	10	3, 064	10	3, 989
Jasper.....	18	(D)	(D)	(D)	(D)	9	(D)	9	(D)
Remainder of County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Lancaster County.....	18	478	9, 070	153	13	9	3, 417	9	4, 977
Lancaster.....	12	(D)	(D)	(D)	(D)	7	(D)	5	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	2	(D)	4	(D)

Standard Notes: (D) Withheld to avoid disclosure.
*Greer is in Greenville and Spartanburg counties.

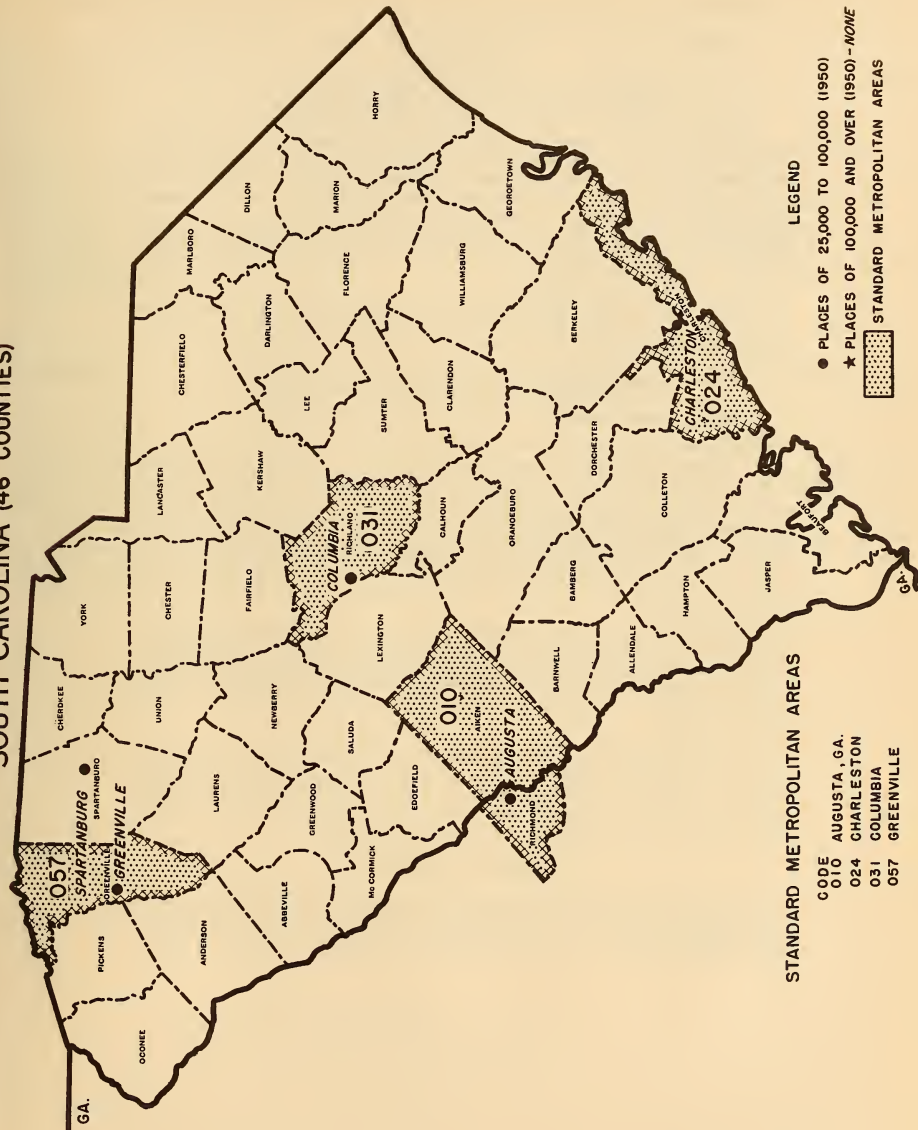
(NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Laurens County.....	26	478	9,034	152	23	17	10,072	9	3,523
Clinton.....	6	(D)	(D)	(D)	(D)	5	(D)	1	(D)
Laurens.....	17	330	6,116	91	9	11	8,302	6	1,421
Remainder of County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Lee County.....	10	98	2,416	40	6	4	865	6	3,259
Lexington County.....	33	1,039	22,670	315	25	17	6,374	16	19,436
McCormick County.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)
Marion County.....	42	905	17,004	366	35	17	9,792	25	29,985
Marion.....	12	(D)	(D)	(D)	(D)	6	(D)	6	(D)
Remainder of County.....	30	(D)	(D)	(D)	(D)	11	(D)	19	(D)
Marlboro County.....	17	211	3,724	97	13	7	3,349	10	5,759
Bennettsville.....	10	142	2,431	47	6	4	1,185	6	2,902
Remainder of County.....	7	69	1,293	50	7	3	2,164	4	2,857
Newberry County.....	15	269	4,741	84	13	6	3,062	9	2,929
Newberry.....	9	(D)	(D)	(D)	(D)	5	(D)	4	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	1	(D)	5	(D)
Oconee County.....	24	338	6,723	145	21	18	5,052	6	2,261
Orangeburg County.....	65	1,381	25,653	457	51	37	18,619	28	18,697
Orangeburg.....	25	818	15,158	252	15	20	9,076	5	5,651
Remainder of County.....	40	563	10,495	205	35	17	9,543	23	12,046
Pickens County.....	18	263	4,793	85	11	11	4,932	7	2,118
Eastley.....	9	133	2,556	42	6	6	2,357	3	923
Remainder of County.....	9	130	2,237	43	5	5	2,575	4	1,195
Richland County.....	306	13,946	270,624	3,717	172	217	168,548	89	101,051
Richland.....	263	12,371	241,633	3,233	132	187	146,194	76	91,708
Columbia.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Eau Claire.....	42	(D)	(D)	(D)	(D)	30	(D)	12	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	4	(D)	2	(D)
Saluda County.....	135	4,891	90,703	1,432	72	90	58,843	45	98,590
Spartanburg County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Greer (part).....	86	2,898	51,632	817	38	64	46,860	21	56,991
Spartanburg.....	49	(D)	(D)	(D)	(D)	26	(D)	23	(D)
Remainder of County.....	55	1,113	22,462	456	25	36	12,084	19	11,019
Suster County.....	42	931	18,218	392	19	28	8,849	14	8,496
Suster.....	13	232	4,244	64	6	8	3,235	5	2,525
Remainder of County.....	18	233	4,451	97	10	13	6,091	5	1,619
Union.....	***	***	***	***	***	***	***	***	***
Remainder of County.....	31	265	4,827	111	26	14	2,194	17	8,871
Williamsburg County.....	56	839	16,500	274	35	37	12,309	19	13,226
York County.....	33	573	11,149	167	21	27	11,053	6	3,316
Rock Hill.....	23	266	5,351	107	14	10	1,256	13	9,910
Remainder of County.....									

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.
 *Greer is in Greenville and Spartanburg counties.

SOUTH CAROLINA (46 COUNTIES)



STANDARD METROPOLITAN AREAS

- 010 AUGUSTA, GA.
- 024 CHARLESTON
- 031 COLUMBIA
- 057 GREENVILLE

LEGEND

- PLACES OF 25,000 TO 100,000 (1950)
- ★ PLACES OF 100,000 AND OVER (1950) - HOME
- STANDARD METROPOLITAN AREAS

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- | | | |
|---|--|--|
| <p style="text-align: center; margin: 0;">Retail Trade</p> <p><input type="checkbox"/> Area Bulletins</p> <p><input type="checkbox"/> Subject Bulletins</p> <p><input type="checkbox"/> Trade Bulletins</p> <p><input type="checkbox"/> Central Business District Bulletins</p> <p><input type="checkbox"/> Census Volumes</p> | <p style="text-align: center; margin: 0;">Wholesale Trade</p> <p><input type="checkbox"/> Area Bulletins</p> <p><input type="checkbox"/> Subject Bulletins</p> <p><input type="checkbox"/> Trade Bulletins</p> <p><input type="checkbox"/> Census Volumes</p> | <p style="text-align: center; margin: 0;">Selected Service Trades</p> <p><input type="checkbox"/> Area Bulletins</p> <p><input type="checkbox"/> Subject Bulletins</p> <p><input type="checkbox"/> Trade Bulletins</p> <p><input type="checkbox"/> Census Volumes</p> |
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PAYMENT OF POSTAGE, \$300**

1954 Census of Business WHOLESALE TRADE

February 1956

Series: PW-1-41

SOUTH DAKOTA

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wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

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

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



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

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

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paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

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

EXPLANATION OF TERMS

Establishments

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

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

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

Sales

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

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

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

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

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

Active proprietors of unincorporated businesses

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

Establishments, Sales, Payroll, and Personnel

County and city	Total				Merchant wholesalers		Other operating types		
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
South Dakota, total.....1954..	1,690	27,661	566,944	8,312	902	442	220,143	1,248	562,234
.....1948..	1,679	20,978	398,968	7,941	838	318	173,343	1,361	604,638
Aurora County.....	9	47	771	16	5	...	...	9	1,852
Beadle County.....	55	775	164,019	236	27	24	6,845	31	101,190
Beaumont.....	36	(D)	(D)	(D)	(D)	24	(D)	14	(D)
Remainder of County.....	19	(D)	(D)	(D)	(D)	2	(D)	17	(D)
Bennett County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Bon Homme County.....	23	(D)	(D)	(D)	(D)	2	(D)	21	(D)
Brookings County.....	45	735	141,137	221	45	13	3,505	32	8,617
Brookings.....	23	(D)	(D)	(D)	(D)	1	(D)	12	(D)
Remainder of County.....	22	(D)	(D)	(D)	(D)	2	(D)	20	(D)
Brown County.....	117	2,186	55,299	756	55	47	24,010	70	29,012
Aberdeen.....	65	2,122	48,924	597	36	43	21,710	22	15,819
Remainder of County.....	52	304	6,375	159	19	4	2,300	48	13,193
Brule County.....	15	(D)	(D)	(D)	(D)	2	(D)	13	(D)
Buffalo County.....	...	...	...	...	...	...	...	...	...
Butte County.....	21	(D)	(D)	(D)	(D)	2	(D)	19	(D)
Campbell County.....	7	34	657	10	3	...	...	7	1,413
Charles Mix County.....	30	205	3,632	85	12	4	824	26	10,009
Clerk County.....	25	(D)	(D)	(D)	(D)	1	(D)	24	(D)
Clay County.....	15	(D)	(D)	(D)	(D)	1	(D)	14	(D)
Yerrinton.....	7	(D)	(D)	(D)	(D)	1	(D)	6	(D)
Remainder of County.....	8	(D)	(D)	(D)	(D)	...	...	8	(D)
Codington County.....	63	1,482	32,038	456	26	29	11,414	34	15,622
Watertown.....	43	(D)	(D)	(D)	(D)	28	(D)	15	(D)
Remainder of County.....	20	(D)	(D)	(D)	(D)	1	(D)	19	(D)
Corson County.....	16	(D)	(D)	(D)	(D)	1	(D)	15	(D)
Custer County.....	8	44	778	17	9	4	305	4	522
DeSmet County.....	53	893	17,622	292	47	21	5,021	32	12,490
Mitchell.....	46	836	16,526	278	43	21	5,021	25	11,255
Remainder of County.....	7	55	1,036	14	4	...	...	7	1,635
Day County.....	40	326	6,460	119	21	8	1,647	32	4,387
Deuel County.....	13	(D)	(D)	(D)	(D)	1	(D)	12	(D)
Dewey County.....	13	37	631	19	5	...	...	13	2,009
Douglas County.....	17	(D)	(D)	(D)	(D)	2	(D)	15	(D)
Edmunds County.....	29	(D)	(D)	(D)	(D)	1	(D)	28	(D)
Fall River County.....	13	(D)	(D)	(D)	(D)	1	(D)	12	(D)
Hot Springs.....	5	(D)	(Z)	(D)	(D)	...	...	5	(D)
Remainder of County.....	8	(D)	(D)	(D)	(D)	1	(D)	7	(D)
Faulk County.....	26	(D)	(D)	(D)	(D)	1	(D)	25	(D)
Grant County.....	22	181	3,787	66	12	3	1,312	19	3,408
Gregory County.....	24	192	3,835	103	15	3	2,038	21	6,457
Haskell County.....	10	(D)	(D)	(D)	(D)	1	(D)	9	(D)
Hemlin County.....	24	(D)	(D)	(D)	(D)	1	(D)	23	(D)
Hand County.....	16	147	2,793	75	7	3	665	13	7,927
Hanson County.....	13	55	964	17	7	...	...	13	2,627
Harding County.....	1	(D)	(D)	(D)	(D)	...	...	1	(D)
Hughes County.....	24	189	2,708	61	13	8	2,164	16	2,956
Pierre.....	17	172	2,444	54	9	8	2,164	9	1,777
Remainder of County.....	7	17	(Z)	7	4	...	...	7	1,179
Hutchinson County.....	31	(D)	(D)	(D)	(D)	2	(D)	29	(D)
Hyde County.....	8	49	1,109	17	5	...	...	8	1,176
Jackson County.....	12	(D)	(D)	(D)	(D)	1	(D)	11	(D)
Jerauld County.....	14	(D)	(D)	(D)	(D)	1	(D)	13	(D)
Jones County.....	9	47	655	13	4	...	...	9	2,444
Kingsbury County.....	36	(D)	(D)	(D)	(D)	2	(D)	34	(D)
Lake County.....	25	394	7,528	120	12	7	2,786	18	5,837
Madison.....	16	341	6,393	93	6	7	2,786	9	3,670
Remainder of County.....	9	53	1,130	30	3	9	2,167

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Lawrence County.....	24	379	7,348	111	12	13	4,607	11	1,582
Lead.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Remainder of County.....	22	(D)	(D)	(D)	(D)	12	(D)	10	(D)
Lincoln County.....	21	(D)	(D)	(D)	(D)	1	(D)	20	(D)
Lyman County.....	16	43	878	24	9	...	...	16	3,831
McCook County.....	22	(D)	(D)	(D)	(D)	2	(D)	20	(D)
McPherson County.....	24	(D)	(D)	(D)	(D)	2	(D)	22	(D)
Marshall County.....	22	145	2,959	70	13	3	175	19	5,734
Meade County.....	16	167	3,999	69	6	5	3,785	11	7,973
Mellette County.....	4	2	(Z)	1	4	...	...	4	570
Miner County.....	20	79	1,559	27	10	...	...	20	3,348
Minnehaha County.....	207	10,460	216,021	2,541	96	113	103,453	94	205,190
Sioux Falls.....	181	9,904	207,609	2,385	76	110	101,215	71	193,599
Remainder of County.....	26	556	8,412	156	20	3	2,238	23	12,591
Moody County.....	17	(D)	(D)	(D)	(D)	2	(D)	15	(D)
Pennington County.....	94	2,796	54,479	662	33	55	23,517	39	16,630
Rapid City.....	71	2,552	50,904	679	23	50	22,131	21	9,696
Remainder of County.....	23	244	3,575	53	10	5	1,386	18	6,934
Perkins County.....	19	134	2,594	46	12	5	557	14	3,897
Potter County.....	15	(D)	(D)	(D)	(D)	2	(D)	13	(D)
Roberts County.....	39	325	6,859	144	19	5	902	34	9,458
Sanborn County.....	11	(D)	(D)	(D)	(D)	1	(D)	10	(D)
Shannon County.....	...	...	...	...	...	...	...	...	...
Spink County.....	48	243	4,964	107	15	5	411	43	6,194
Stanley County.....	1	(D)	(D)	(D)	(D)	...	...	1	(D)
Sully County.....	11	45	863	15	5	...	...	11	2,454
Todd County.....	...	...	...	...	...	...	...	...	...
Tripp County.....	18	127	2,847	61	18	3	382	15	9,643
Turner County.....	28	199	3,813	72	9	...	...	28	8,036
Union County.....	19	(D)	(D)	(D)	(D)	2	(D)	17	(D)
Walworth County.....	31	327	8,742	113	16	7	2,486	24	7,620
Washabaugh County.....	...	...	...	...	...	...	...	...	...
Yankton County.....	33	646	14,481	228	19	17	6,075	16	12,422
Yankton.....	23	(D)	(D)	(D)	(D)	15	(D)	8	(D)
Remainder of County.....	10	(D)	(D)	(D)	(D)	2	(D)	8	(D)
Ziebach County.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)

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(Check appropriate boxes to show the series for which announcements are desired)

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<input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
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<input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
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<input type="checkbox"/> Census Volumes | Selected Service Trades
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<input type="checkbox"/> 1954 Census of Business—Puerto Rico | | |

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RETAIL TRADE		WHOLESALE TRADE		SELECTED SERVICE TRADES	
No.	States requested	No.	States requested	No.	States requested
All Retail Trade reports. Price \$4.00		All Wholesale Trade reports. Price \$4.00		All Selected Service reports. Price \$4.00	

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1954 Census of Business

WHOLESALE TRADE

January 1956

Series: PW-1-42

TENNESSEE

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Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

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

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



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

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

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

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

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

EXPLANATION OF TERMS

Establishments

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

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

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

Sales

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

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

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

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

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

Active proprietors of unincorporated businesses

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

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Tennessee, total.....1954..	3,867	164,671	3,230,205	46,580	2,584	2,523	2,131,150	1,344	2,360,859
.....1944..	3,220	110,843	2,165,538	39,260	2,134	1,851	1,737,297	1,369	1,600,439
Anderson County.....	8	(D)	(D)	(D)	(D)	6	(D)	2	(D)
Baldwin County.....	20	209	3,898	81	15	13	1,760	7	44,236
Shelby County.....	18	(D)	(D)	(D)	(D)	11	(D)	7	(D)
Remainder of County.....	2	(D)	(D)	(D)	(D)	1	(D)	***	***
Benton County.....	5	(D)	(D)	(D)	(D)	2	(D)	3	(D)
Bledsoe County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Bloom County.....	22	440	9,025	133	14	14	5,763	8	41,168
Blount County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Cleveland County.....	17	(D)	(D)	(D)	(D)	10	(D)	7	(D)
Maryville.....	3	(D)	(D)	(D)	(D)	3	(D)	***	***
Remainder of County.....	2	(D)	(D)	(D)	(D)	2	(D)	***	***
Bradley County.....	28	474	9,567	186	24	20	7,466	8	5,219
Cleveland.....	25	(D)	(D)	(D)	(D)	18	(D)	8	(D)
Remainder of County.....	2	(D)	(D)	(D)	(D)	2	(D)	***	***
Campbell County.....	17	214	4,406	83	10	11	3,014	6	2,926
La Follette.....	8	(D)	(D)	(D)	(D)	4	(D)	4	(D)
Remainder of County.....	9	(D)	(D)	(D)	(D)	7	(D)	2	(D)
Cannon County.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***
Carroll County.....	20	300	5,982	150	21	10	4,130	10	7,879
Carter County.....	11	(D)	(D)	(D)	(D)	10	(D)	1	(D)
Chickasaw County.....	8	(D)	(D)	(D)	(D)	7	(D)	1	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	3	(D)	***	***
Cheatham County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Chester County.....	9	69	1,199	45	6	6	2,858	3	2,163
Clatsop County.....	10	90	1,768	34	10	4	729	6	5,126
Clay County.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***
Cooke County.....	10	125	2,788	61	13	4	2,909	6	4,474
Coffee County.....	19	295	5,463	93	12	12	3,453	7	2,774
Dallas County.....	16	279	5,128	87	11	9	3,175	7	2,774
Remainder of County.....	3	16	(Z)	6	1	3	278	***	***
Crockett County.....	6	(D)	(D)	(D)	(D)	1	(D)	5	(D)
Cumberland County.....	12	317	6,221	124	5	7	7,240	5	1,853
Davidson County.....	613	31,333	599,608	8,506	351	437	32,106	176	251,119
Hartsville.....	462	28,281	538,986	7,732	324	397	27,235	165	226,305
Remainder of County.....	51	3,052	60,622	774	27	40	48,711	11	24,816
Decatur County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
De Kalb County.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)
Dickson County.....	16	108	2,191	47	17	7	1,292	9	2,658
Dyer County.....	39	670	12,131	243	32	21	6,284	18	11,651
Dyersburg.....	33	(D)	(D)	(D)	(D)	19	(D)	14	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	2	(D)	4	(D)
Fayette County.....	7	(D)	(D)	(D)	(D)	2	(D)	5	(D)
Fentress County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Franklin County.....	16	146	2,900	63	19	10	1,127	6	1,959
Gibson County.....	38	416	7,395	170	30	22	6,044	16	7,012
Humboldt.....	7	(D)	(D)	(D)	(D)	5	(D)	2	(D)
Remainder of County.....	31	(D)	(D)	(D)	(D)	17	(D)	14	(D)
Giles County.....	22	297	5,940	140	21	13	5,243	9	4,837
Pulaski.....	21	(D)	(D)	(D)	(D)	13	(D)	8	(D)
Remainder of County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Grainger County.....	***	***	***	***	***	***	***	***	***
Greene County.....	31	2,015	31,647	791	17	11	24,173	20	18,725
Dreemville.....	24	(D)	(D)	(D)	(D)	10	(D)	14	(D)
Remainder of County.....	7	(D)	(D)	(D)	(D)	1	(D)	6	(D)
Grundy County.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Hamble County.....	39	1,166	22,210	408	34	27	10,796	12	11,029
Norrislow.....	35	(D)	(D)	(D)	(D)	24	(D)	11	(D)
Remainder of County.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Hamilton County.....	346	181,055	3,541,124	4,591	203	269	200,560	117	179,482
Chattanooga.....	376	(D)	(D)	(D)	(D)	263	(D)	113	(D)
East Ridge.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***
Remainder of County.....	9	(D)	(D)	(D)	(D)	5	(D)	4	(D)
Hancock County.....	***	***	***	***	***	***	***	***	***

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

4 PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE—Continued

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Hardeman County.....	9	(D)	(D)	(D)	(D)	7	(D)	2	(D)
Hardin County.....	11	76	2,358	56	9	3	229	8	2,751
Hawkins County.....	12	169	1,1518	138	11	3	636	9	10,745
Haywood County.....	12	122	2,348	51	7	6	1,704	6	3,120
Henderson County.....	10	(D)	(D)	(D)	(D)	3	(D)	7	(D)
Henry County.....	28	318	7,343	150	21	20	4,411	8	4,507
Paris.....	23	(D)	(D)	(D)	(D)	17	(D)	6	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)
Hickman County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Houston County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Humphreys County.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Jackson County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Jefferson County.....	3	33	641	14	1	3	698	***	***
Johnson County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Knox County.....	390	10,082	381,176	4,852	192	277	155,741	113	285,271
Knoxville.....	362	19,071	364,708	4,613	172	255	147,612	107	215,054
Remainder of County.....	28	911	16,468	239	20	22	7,929	6	31,617
Lake County.....	6	39	741	20	4	***	***	6	2,383
Lauderdale County.....	9	96	1,653	37	9	5	1,228	4	622
Lawrence County.....	19	128	2,760	68	24	15	2,551	4	1,282
Lawrenceburg.....	14	126	2,166	55	10	10	1,513	4	1,282
Remainder of County.....	5	26	591	13	6	5	1,038	***	***
Lewis County.....	6	(D)	(D)	(D)	(D)	2	(D)	4	(D)
Lincoln County.....	23	270	5,517	221	17	11	2,480	12	6,038
Fayetteville.....	23	270	5,517	221	17	11	2,480	12	6,038
Remainder of County.....	***	***	***	***	***	***	***	***	***
Loudon County.....	7	(D)	(D)	(D)	(D)	5	(D)	2	(D)
Lenoir County.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
McMinn County.....	27	375	7,738	156	22	18	4,967	9	6,612
Athens.....	22	256	5,290	93	18	13	2,870	9	6,612
Remainder of County.....	5	119	2,448	63	4	5	2,097	***	***
McMurray County.....	9	58	878	18	6	4	167	5	2,063
Macon County.....	***	***	***	***	***	***	***	***	***
Madison County.....	86	2,254	41,240	738	76	64	27,275	22	12,965
Jackson.....	79	(D)	(D)	(D)	(D)	58	(D)	21	(D)
Remainder of County.....	7	(D)	(D)	(D)	(D)	6	(D)	1	(D)
Marion County.....	12	167	3,209	62	12	9	2,417	3	958
Marshall County.....	15	132	2,659	75	9	10	1,222	5	1,400
Lewisburg.....	13	(D)	(D)	(D)	(D)	8	(D)	5	(D)
Remainder of County.....	2	(D)	(D)	(D)	(D)	2	(D)	***	***
Mary County.....	26	430	10,002	303	25	12	5,720	14	11,134
Columbia.....	16	(D)	(D)	(D)	(D)	10	(D)	6	(D)
Remainder of County.....	10	(D)	(D)	(D)	(D)	2	(D)	8	(D)
Meigs County.....	***	***	***	***	***	***	***	***	***
Monroe County.....	12	245	5,431	106	9	8	3,654	4	3,914
Montgomery County.....	48	1,232	20,439	407	47	25	14,350	23	12,829
Clarksville.....	46	(D)	(D)	(D)	(D)	25	(D)	21	(D)
Remainder of County.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)
Moore County.....	***	***	***	***	***	***	***	***	***
Morgan County.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Oston County.....	44	688	13,491	259	44	26	2,794	18	10,119
Union City.....	31	489	9,867	175	28	17	5,773	14	5,160
Remainder of County.....	13	189	3,624	84	16	9	2,931	4	4,939
Overton County.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Ferry County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Pickett County.....	***	***	***	***	***	***	***	***	***
Folk County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Putnam County.....	34	356	8,918	152	36	25	5,958	9	7,974
Cookeville.....	25	263	5,328	122	25	20	3,262	5	6,742
Remainder of County.....	9	93	1,590	30	11	5	2,196	4	1,232

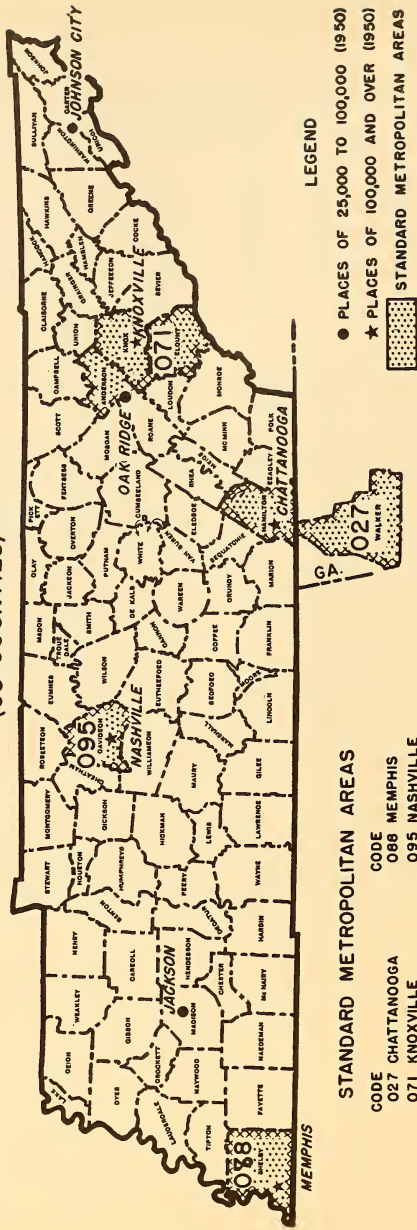
Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

Establishments, Sales, Payroll, and Personnel

County and city	Total				Merchant wholesalers		Other operating types		
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Abes County.....	6	57	1,220	18	4	3	605	3	1,025
Adair County.....	21	497	8,883	145	22	14	4,198	7	7,148
Adrian County.....	12	279	4,944	74	8	8	1,711	4	5,155
Adrian of County.....	9	218	3,939	71	14	6	2,487	3	1,993
Adrian County.....	32	334	6,826	122	29	13	2,645	19	11,859
Springfield.....	26	(D)	(D)	(D)	(D)	11	(D)	15	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	2	(D)	4	(D)
Adrian County.....	31	527	10,321	221	40	19	6,968	12	8,403
Adrian of County.....	29	(D)	(D)	(D)	(D)	17	(D)	12	(D)
Remainder of County.....	2	(D)	(D)	(D)	(D)	2	(D)	***	***
Scott County.....	8	(D)	(D)	(D)	(D)	7	(D)	1	(D)
Sequestie County.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)
Sevier County.....	7	52	950	23	9	3	1,616	4	1,477
Shelby County.....	1,083	66,729	1,331,241	17,824	659	710	1,131,099	373	1,302,100
Memphis.....	1,060	66,436	1,325,550	17,725	640	694	1,128,000	366	1,300,448
Remainder of County.....	23	291	5,691	99	19	16	3,099	7	1,652
Smith County.....	23	205	7,591	309	18	5	1,876	18	13,662
Stewart County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Sullivan County.....	114	6,000	120,905	1,417	53	84	36,039	30	64,181
Bristol.....	53	1,601	35,023	505	30	39	19,951	14	10,860
Kingsport.....	52	(D)	(D)	(D)	(D)	40	(D)	12	(D)
Remainder of County.....	9	(D)	(D)	(D)	(D)	5	(D)	8	(D)
Sumner County.....	28	579	12,025	312	25	18	14,872	10	7,455
Gallatin.....	24	(D)	(D)	(D)	(D)	15	(D)	9	(D)
Remainder of County.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Tipton County.....	20	212	4,038	104	23	5	2,818	15	7,046
Trousdale County.....	7	(D)	(D)	(D)	(D)	1	(D)	6	(D)
Union County.....	5	81	1,858	25	9	5	767	***	***
Union County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Van Buren County.....	***	***	***	***	***	***	***	***	***
Warren County.....	12	187	2,722	64	8	7	2,635	5	2,122
McMinnville.....	10	(D)	(D)	(D)	(D)	6	(D)	4	(D)
Remainder of County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Washington County.....	91	3,070	61,117	986	58	67	38,977	24	19,995
Johnson City.....	79	(D)	(D)	(D)	(D)	56	(D)	23	(D)
Remainder of County.....	12	(D)	(D)	(D)	(D)	11	(D)	1	(D)
Wayne County.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***
Weakley County.....	25	340	6,040	137	25	14	4,347	11	2,257
White County.....	17	157	2,080	47	16	10	1,320	7	3,635
Williamson County.....	8	(D)	(D)	(D)	(D)	2	(D)	6	(D)
Franklin.....	7	(D)	(D)	(D)	(D)	1	(D)	6	(D)
Remainder of County.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***
Wilson County.....	20	279	4,841	100	20	13	2,095	7	3,330
Lebanon.....	19	(D)	(D)	(D)	(D)	12	(D)	7	(D)
Remainder of County.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

TENNESSEE (95 COUNTIES)



LEGEND

- PLACES OF 25,000 TO 100,000 (1950)
- ★ PLACES OF 100,000 AND OVER (1950)
- ▨ STANDARD METROPOLITAN AREAS

STANDARD METROPOLITAN AREAS

- | | | |
|------|-----|-------------|
| CODE | 088 | MEMPHIS |
| CODE | 027 | CHATTANOOGA |
| CODE | 095 | NASHVILLE |
| CODE | 071 | KNOXVILLE |

PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes. Announcements concerning the bulletin series and the volumes may be obtained by filling out the form on the next page.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

ORDER BLANK

REQUESTS FOR ANNOUNCEMENTS OF 1954 CENSUS OF BUSINESS BULLETINS AND VOLUMES

To receive announcements concerning forthcoming 1954 Census of Business publications, complete this sheet, detach and mail to **Bureau of the Census, Washington 25, D. C.**

(Check appropriate boxes to show the series for which announcements are desired)

- | | | |
|---|--|--|
| Retail Trade
<input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
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<input type="checkbox"/> Census Volumes | Wholesale Trade
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|---|--|--|

ORDERS FOR ADDITIONAL COPIES OF PRELIMINARY REPORTS OF 1954 CENSUS OF BUSINESS RESULTS

Three separate *preliminary* series of reports—for retail trade, for wholesale trade, and for selected service trades—are being issued. Each of these three preliminary series consists of a United States report and a report for each State. Orders for copies of preliminary reports should be sent to the Bureau of the Census, Washington 25, D. C. Payment must be included with your order. Make checks or money orders payable to Census, Department of Commerce. Government Printing Office coupons or authorizations to charge the amount to your account with the Superintendent of Documents will also be acceptable. In the last instance, please report your account number. **The cost of each report is 10 cents.**

Please indicate number of copies and the name of each State for which reports are requested:

RETAIL TRADE		WHOLESALE TRADE		SELECTED SERVICE TRADES	
No.	States requested	No.	States requested	No.	States requested
All Retail Trade reports. Price \$4.00		All Wholesale Trade reports. Price \$4.00		All Selected Service reports. Price \$4.00	

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18395

1954 Census of Business WHOLESALE TRADE

February 1956

Series: PW-1-43

TEXAS

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

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

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



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

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

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

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

EXPLANATION OF TERMS

Establishments

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

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

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

Sales

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

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

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

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

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

Active proprietors of unincorporated businesses

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

Establishments, Sales, Payroll, and Personnel

County and city	Total				Merchant wholesalers		Other operating types		
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Texas, total.....1954.. 1948..	13,731 10,583	514,082 325,394	10,381,297 6,707,538	135,211 112,782	9,159 7,151	8,733 5,620	5,668,764 3,752,722	4,998 4,963	5,302,853 4,133,670
Anderson County.....	31	317	6,570	128	20	17	3,511	14	5,410
Palestine.....	22	(D)	(D)	(D)	(D)	15	(D)	7	(D)
Remainder of County.....	9	(D)	(D)	(D)	(D)	2	(D)	7	(D)
Andrew County.....	9	124	2,671	49	7	6	2,464	3	953
Angelina County.....	40	807	16,453	242	28	28	29,723	12	74,301
Lufkin.....	35	(D)	(D)	(D)	(D)	24	(D)	11	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Aransas County.....	12	(D)	(D)	(D)	(D)	10	(D)	2	101
Aransas Pass (part).....	1	(D)	(D)	(D)	(D)	1	(D)	***	***
Remainder of County.....	11	(D)	(D)	(D)	(D)	9	(D)	2	(D)
Archer County.....	7	(D)	(D)	(D)	(D)	1	(D)	6	(D)
Armstrong County.....	7	85	1,569	23	6	***	***	7	1,400
Atascosa County.....	18	116	2,843	47	13	9	1,837	9	2,061
Austin County.....	15	151	3,710	88	16	7	1,379	8	5,429
Bailey County.....	17	284	5,124	83	16	6	1,957	11	3,558
Bandera County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Bastrop County.....	17	75	1,922	48	16	7	1,064	10	3,403
Baylor County.....	13	95	2,256	58	9	3	1,93	10	3,081
Bee County.....	23	195	4,097	80	14	11	1,251	12	5,327
Beville (part).....	15	93	1,896	44	10	8	824	7	2,183
Remainder of County.....	8	102	2,201	36	4	3	427	5	3,144
Bell County.....	66	1,156	22,540	389	55	42	12,897	24	13,455
Belton.....	3	54	(Z)	6	2	***	***	3	982
Killeen.....	6	(D)	(D)	(D)	(D)	4	(D)	4	(D)
Temple.....	46	865	16,984	274	37	34	10,940	12	4,925
Remainder of County.....	11	(D)	(D)	(D)	(D)	4	(D)	7	(D)
Bexar County.....	800	38,088	765,201	10,747	552	628	371,120	172	238,896
Alamo Heights.....	***	***	***	***	***	***	***	***	***
San Antonio.....	755	(D)	(D)	(D)	(D)	624	(D)	171	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Blanco County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Borden County.....	***	***	***	***	***	***	***	***	***
Boque County.....	14	90	2,182	120	12	5	849	9	3,657
Bowie County.....	90	1,936	39,977	591	74	62	17,442	28	29,731
Texasranch.....	76	1,866	38,558	565	59	57	17,068	19	21,065
Remainder of County.....	14	70	1,419	24	15	5	374	9	8,654
Brazoria County.....	46	810	17,080	232	34	25	5,504	21	9,940
Freeport.....	11	122	3,177	58	8	8	2,043	3	642
Remainder of County.....	35	688	13,903	164	26	17	3,461	18	9,298
Brazos County.....	37	474	10,042	180	34	25	5,894	12	9,824
Bryan.....	32	(D)	(D)	(D)	(D)	23	(D)	9	(D)
College Station.....	***	***	***	***	***	***	***	***	***
Remainder of County.....	5	(D)	(D)	(D)	(D)	2	(D)	3	(D)
Brewster County.....	9	90	1,679	28	4	4	1,011	5	877
Alpine.....	8	(D)	(D)	(D)	(D)	3	(D)	5	(D)
Remainder of County.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***
Briscoe County.....	10	40	923	21	11	5	309	5	680
Brooks County.....	16	154	3,192	56	9	8	1,397	8	1,546
Falfurrias.....	14	(D)	(D)	(D)	(D)	7	(D)	1	(D)
Remainder of County.....	2	(D)	(D)	(D)	(D)	1	(D)	7	(D)
Brown County.....	51	743	14,831	262	42	31	11,547	20	8,495
Presport.....	43	629	12,657	239	36	28	9,113	15	4,728
Brownwood.....	8	114	2,174	43	6	3	2,364	5	3,967
Remainder of County.....	8	114	2,174	43	6	3	2,364	5	3,967
Burleson County.....	13	81	1,361	22	8	6	1,480	7	1,004
Burnet County.....	13	31	733	12	13	5	348	8	856
Caldwell County.....	23	257	5,445	87	13	9	1,365	14	3,716
Lockhart.....	10	84	2,084	39	7	4	479	6	1,504
Remainder of County.....	13	173	3,361	48	6	5	886	8	2,212
Calhoun County.....	22	366	6,215	118	16	12	3,486	10	11,715
Pert Landers.....	12	267	3,405	96	5	6	3,039	4	11,154
Remainder of County.....	10	99	1,810	22	11	4	647	6	579
Callahan County.....	10	42	1,037	20	10	4	569	6	1,268

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

*Aransas Pass is in Aransas and San Patricio counties.

4 PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE—Continued

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Compton County.....	228	6,001	102,232	2,104	135	161	78,087	67	36,855
Brownsville.....	76	1,448	28,815	545	43	55	28,993	21	17,964
Harlingen.....	100	2,470	50,253	864	62	72	26,588	28	9,945
San Benito.....	22	584	9,418	155	17	14	4,252	8	2,686
Remainder of County.....	30	1,499	13,746	540	13	20	18,214	10	4,860
Camp County.....	10	89	1,688	41	10	6	1,781	4	555
Carson County.....	15	96	1,914	33	8	***	...	15	1,904
Cass County.....	16	118	2,315	64	21	5	2,653	11	3,230
Castro County.....	17	(D)	(D)	(D)	(D)	2	(D)	15	(D)
Chambers County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Cherokee County.....	34	828	16,085	269	20	20	18,912	14	3,971
Jacksonville.....	23	651	12,801	206	15	16	17,877	7	2,557
Remainder of County.....	4	(D)	(D)	(D)	(D)	1	(D)	3	(D)
Childress County.....	23	193	3,601	68	21	15	4,210	8	1,174
Childress.....	22	(D)	(D)	(D)	(D)	15	(D)	7	(D)
Remainder of County.....	1	(D)	(D)	(D)	(D)	***	...	1	(D)
Clay County.....	6	32	751	18	5	***	...	6	775
Cochran County.....	9	(D)	(D)	(D)	(D)	1	(D)	8	(D)
Coke County.....	4	11	(2)	5	4	***	...	4	292
Coleman County.....	27	270	5,768	90	19	12	2,523	15	2,904
Coleman.....	19	(D)	(D)	(D)	(D)	10	(D)	9	(D)
Remainder of County.....	8	(D)	(D)	(D)	(D)	2	(D)	6	(D)
Collin County.....	45	556	10,207	185	43	18	4,642	27	7,905
McKinney.....	24	247	4,944	94	24	11	2,403	13	4,443
Remainder of County.....	21	309	5,267	91	19	7	2,239	14	3,262
Collingsworth County.....	7	33	666	25	10	***	...	7	1,705
Colorado County.....	25	259	5,070	105	16	9	5,042	16	9,098
Copal County.....	22	166	3,218	77	16	14	1,963	8	2,792
New Braunfels.....	19	(D)	(D)	(D)	(D)	12	(D)	7	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Cosane County.....	20	311	6,074	161	14	7	2,449	13	6,175
Concho County.....	7	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Cooke County.....	33	577	11,786	182	26	18	5,723	15	4,960
Gainesville.....	23	481	10,060	131	20	12	4,758	11	3,220
Remainder of County.....	10	96	1,726	51	6	6	965	4	1,740
Coryell County.....	16	181	3,445	108	12	3	1,050	13	6,076
Cottle County.....	10	76	1,553	31	10	3	208	7	900
Crane County.....	3	6	(2)	2	2	3	169	***	...
Crockett County.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)
Crosby County.....	17	217	4,776	72	19	4	376	13	3,590
Culberson County.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Dallas County.....	25	378	7,719	141	17	10	3,631	15	5,619
Dallhart (part).....	20	353	7,274	133	15	10	3,631	10	4,901
Remainder of County.....	5	25	(2)	8	2	***	...	5	718
Dallas County.....	2,069	128,092	2,550,639	29,909	1,210	1,243	1,207,271	826	1,746,219
Dallas.....	1,950	123,786	2,464,651	27,870	1,129	1,157	1,177,263	793	1,676,370
Garland.....	13	(D)	(D)	(D)	(D)	10	(D)	3	(D)
Grand Prairie (part).....	20	(D)	(D)	(D)	(D)	18	(D)	2	(D)
Highland Park.....	5	179	4,362	35	5	***	...	5	15,178
University Park.....	13	151	6,770	34	11	6	773	7	4,133
Remainder of County.....	68	2,870	55,937	717	44	52	20,923	16	37,680
Dawson County.....	45	524	13,016	186	36	26	6,186	19	7,522
Lamesa.....	33	440	10,499	148	28	18	5,316	16	6,730
Remainder of County.....	12	84	2,317	42	8	8	870	4	792
Deaf Smith County.....	24	516	10,390	162	20	9	1,950	15	6,095
Hereford.....	19	(D)	(D)	(D)	(D)	8	(D)	11	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)
Delta County.....	4	(D)	(D)	(D)	(D)	1	(D)	3	(D)
Denton County.....	45	521	10,666	185	43	27	6,800	18	4,275
Denton.....	31	425	8,802	147	27	22	6,013	9	2,473
Remainder of County.....	14	96	1,864	38	16	5	787	9	2,002
De Witt County.....	46	462	8,740	201	39	31	11,571	15	8,129
Cuero.....	19	212	4,586	108	16	12	6,933	7	7,498
Yonah (part).....	15	197	3,057	73	15	11	3,653	4	550
Remainder of County.....	12	53	1,097	20	8	8	985	4	373

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.
 *Dallhart is in Dallas and Hartley counties. *Yonah is in De Witt and Lavaca counties. *Grand Prairie is in Dallas and Tarrant counties.

PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE—Continued 5

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Dickens County.....	10	64	1,752	26	8	3	599	7	970
Dimitt County.....	11	196	4,487	120	8	4	476	7	3,650
Donley County.....	6	(D)	(D)	(D)	(D)	1	(D)	5	(D)
Duval County.....	14	143	2,912	43	6	8	2,061	6	757
Eastland County.....	46	701	12,449	285	30	20	9,888	26	14,866
Clasco.....	12	202	3,684	75	9	6	2,450	6	725
Remainder of County.....	34	499	8,765	210	21	14	7,438	20	14,141
Ector County.....	171	6,946	156,501	1,479	86	133	105,357	38	24,302
Odeesa.....	155	(D)	(D)	(D)	(D)	118	(D)	37	(D)
Remainder of County.....	16	(D)	(D)	(D)	(D)	15	(D)	1	(D)
Edwards County.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)
Ellis County.....	39	356	6,005	126	44	16	5,977	17	6,248
Emilia.....	8	(D)	(D)	(D)	(D)	4	(D)	5	(D)
Waxahachie.....	17	207	3,601	68	22	10	3,907	7	2,406
Remainder of County.....	7	(D)	(D)	(D)	(D)	2	(D)	5	(D)
El Paso County.....	360	16,582	334,507	4,410	220	262	195,655	98	135,614
El Paso.....	346	16,426	330,417	4,328	208	254	194,577	92	134,216
Remainder of County.....	14	156	4,090	82	12	8	1,078	6	1,398
Erath County.....	20	186	4,296	88	13	9	3,088	11	3,150
Stephenville.....	13	(D)	(D)	(D)	(D)	7	(D)	6	(D)
Remainder of County.....	7	(D)	(D)	(D)	(D)	2	(D)	5	(D)
Falls County.....	26	113	2,094	61	17	11	2,169	15	5,612
Marlin.....	13	80	1,903	27	6	8	1,586	5	1,006
Remainder of County.....	13	33	901	34	11	3	583	10	4,606
Farmin County.....	27	174	3,766	91	24	10	2,747	17	6,948
Seabair.....	15	84	1,564	42	15	6	1,671	9	5,142
Remainder of County.....	12	90	2,202	49	9	4	1,076	8	1,936
Fayette County.....	47	395	8,420	229	35	25	4,817	22	12,509
Fisher County.....	10	49	1,166	20	4	5	521	5	641
Floyd County.....	29	314	7,288	110	15	9	5,429	20	2,635
Foard County.....	8	(D)	(D)	(D)	(D)	2	(D)	6	(D)
Fort Bend County.....	32	314	6,176	109	28	20	6,246	12	5,455
Rosenberg.....	23	249	4,995	85	21	16	5,464	7	2,622
Remainder of County.....	9	65	1,181	24	7	4	782	5	2,833
Franklin County.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Freestone County.....	3	3	(Z)	1	3	***	***	3	723
Frio County.....	9	(D)	(D)	(D)	(D)	2	(D)	7	(D)
Guines County.....	14	248	5,285	65	11	5	628	9	4,221
Galveston County.....	117	3,829	79,576	1,128	78	95	67,199	22	31,740
Galveston.....	92	3,138	68,749	992	64	78	64,807	14	9,589
Texas City.....	18	(D)	(D)	(D)	(D)	12	(D)	2	(D)
Remainder of County.....	7	(D)	(D)	(D)	(D)	5	(D)	2	(D)
Garza County.....	9	39	1,073	29	5	5	648	4	668
Gillespie County.....	20	192	3,984	87	22	11	2,939	9	4,386
Glasscock County.....	***	***	***	***	***	***	***	***	***
Goliad County.....	5	(D)	(D)	(D)	(D)	2	(D)	3	(D)
Gonzales County.....	28	198	3,717	96	32	8	1,826	8	8,314
Gonzales.....	12	(D)	(D)	(D)	(D)	6	(D)	6	(D)
Remainder of County.....	16	(D)	(D)	(D)	(D)	2	(D)	14	(D)
Gray County.....	55	1,067	21,682	280	36	37	13,106	18	5,327
Pampa.....	48	(D)	(D)	(D)	(D)	35	(D)	13	(D)
Remainder of County.....	7	(D)	(D)	(D)	(D)	2	(D)	5	(D)
Gregg County.....	81	1,707	31,287	521	62	52	25,308	29	11,620
Denison.....	33	525	10,139	166	14	17	5,949	6	2,327
Sherman.....	33	867	15,097	224	32	24	15,171	9	5,737
Remainder of County.....	25	315	6,051	111	16	11	4,188	14	3,556
Gregg County.....	143	4,186	85,063	1,133	101	115	49,037	28	12,822
Gladeview (part).....	8	(D)	(D)	(D)	(D)	7	(D)	1	(D)
Kilgore (part).....	44	981	20,092	238	33	36	15,907	8	1,637
Longview.....	64	2,405	49,597	662	44	50	23,721	14	9,070
Remainder of County.....	27	(D)	(D)	(D)	(D)	22	(D)	5	(D)
Grimes County.....	11	(D)	(D)	(D)	(D)	5	(D)	6	(D)
Waxatahs.....	10	(D)	(D)	(D)	(D)	5	(D)	5	(D)
Remainder of County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$800. ... Represents zero.

*Gladeview is in Gregg and Upshur counties. *Kilgore is in Gregg and Rusk counties.

Establishments, Sales, Payroll, and Personnel

County and city	Total				Merchant wholesalers		Other operating types		
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Guadalupe County.....	23	412	9,780	181	17	12	5,262	11	3,277
Siquin.....	21	(D)	(D)	(D)	(D)	12	(D)	9	(D)
Remainder of County.....	2	(D)	(D)	(D)	(D)	***	(D)	2	(D)
Male County.....	63	1,175	26,222	352	46	25	11,642	38	23,270
Plainview.....	42	744	16,900	217	32	21	9,435	21	17,798
Remainder of County.....	21	431	10,222	135	14	4	2,207	17	5,472
Hall County.....	21	100	2,104	43	21	8	1,451	13	1,842
Hamilton County.....	19	240	2,007	71	22	5	712	14	3,633
Hansford County.....	18	183	3,337	48	13	5	4,112	13	1,961
Hardeman County.....	19	443	12,544	197	18	6	7,966	13	2,779
Hardin County.....	10	60	1,277	36	9	6	602	4	1,273
Harris County.....	1,900	123,053	2,485,463	28,216	970	1,339	1,384,077	561	1,321,259
Baytown.....	20	717	13,158	167	13	14	4,299	6	7,234
Bellire.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Galena Park.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)
Houston.....	1,803	119,399	2,414,901	27,374	916	1,269	1,364,760	534	1,257,727
Jacinto City.....	2	(D)	(D)	(D)	(D)	2	(D)	***	***
Pasadena.....	11	616	11,351	141	5	11	3,631	***	***
West University Place.....	***	***	***	***	***	***	***	***	***
Remainder of County.....	54	1,736	32,984	369	32	36	8,466	18	54,993
Harrison County.....	37	568	10,574	182	40	23	5,962	14	3,809
Marshall.....	32	(D)	(D)	(D)	(D)	20	(D)	12	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)
Hartley County.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)
Dalhart (part).....	***	***	***	***	***	***	***	***	***
Remainder of County.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)
Haskell County.....	17	125	2,991	56	12	5	520	12	1,676
Hays County.....	25	294	6,232	122	24	10	2,902	15	4,219
San Marcos.....	18	(D)	(D)	(D)	(D)	8	(D)	10	(D)
Remainder of County.....	7	(D)	(D)	(D)	(D)	2	(D)	5	(D)
Hempfling County.....	8	(D)	(D)	(D)	(D)	2	(D)	6	(D)
Henderson County.....	21	221	10,284	348	29	11	2,222	10	9,670
Athens.....	18	(D)	(D)	(D)	(D)	11	(D)	7	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	***	***	3	(D)
Hidalgo County.....	2,234	7,247	131,577	3,313	198	128	45,683	106	51,854
Dumas.....	12	(D)	(D)	(D)	(D)	10	(D)	10	(D)
Edinburg.....	25	1,209	25,058	400	25	15	7,906	10	4,670
McAllen.....	67	1,328	25,207	570	55	45	13,249	22	10,716
Mercedes.....	15	469	4,635	103	12	7	2,624	4	4,300
Mission.....	20	339	6,714	207	14	13	5,150	7	2,461
Pharr.....	41	926	18,906	430	30	17	4,205	14	4,749
Weslaco.....	19	1,360	24,143	548	25	8	3,741	11	6,508
Remainder of County.....	45	(D)	(D)	(D)	(D)	21	(D)	24	(D)
Hill County.....	32	184	3,345	85	30	10	7,904	22	7,672
Hillsboro.....	17	(D)	(D)	(D)	(D)	8	(D)	9	(D)
Remainder of County.....	15	(D)	(D)	(D)	(D)	2	(D)	13	(D)
Hockley County.....	29	462	9,998	137	13	14	6,535	15	8,110
Levelland.....	15	172	4,474	73	12	5	795	10	2,566
Remainder of County.....	14	290	5,524	64	1	9	5,740	5	1,562
Hood County.....	9	22	(Z)	8	9	3	104	6	1,492
Hopkins County.....	22	377	7,954	146	22	16	6,156	6	3,806
Sulphur Springs.....	2	(D)	(D)	(D)	(D)	15	(D)	5	(D)
Remainder of County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Houston County.....	20	177	3,581	88	15	8	2,759	12	8,584
Crockett.....	13	(D)	(D)	(D)	(D)	6	(D)	7	(D)
Remainder of County.....	7	(D)	(D)	(D)	(D)	2	(D)	5	(D)
Howard County.....	63	1,047	21,453	317	39	48	16,897	15	8,430
Big Spring.....	34	(D)	(D)	(D)	(D)	43	(D)	13	(D)
Remainder of County.....	7	(D)	(D)	(D)	(D)	5	(D)	2	(D)
Hudspeth County.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)
Hunt County.....	50	685	12,308	215	38	32	11,515	18	7,689
Cameron.....	7	(D)	(D)	(D)	(D)	5	(D)	2	(D)
Greenville.....	40	576	10,638	183	31	26	8,289	14	7,218
Remainder of County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Hutchinson County.....	43	753	16,971	223	24	36	11,941	7	2,657
Borger.....	38	(D)	(D)	(D)	(D)	33	(D)	5	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)
Irion County.....	3	25	797	6	2	***	***	3	1,239
Jack County.....	11	104	2,285	39	10	5	1,621	6	906
Jackson County.....	11	104	2,030	54	6	5	974	6	1,873

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 2Dalhart is in Dallam and Hartley counties.

PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITORS OR MORE—Continued

Establishments, Sales, Payroll, and Personnel

County and city	Total				Merchant wholesalers		Other operating types		
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Jasper County.....	23	215	4,198	84	16	12	2,749	11	2,773
Jeff Davis County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Jefferson County.....	287	11,655	240,602	3,138	155	217	119,660	70	67,500
Beaufort.....	220	9,158	187,821	1,114	114	163	93,881	57	24,703
Port Arthur.....	50	1,826	40,428	587	37	42	18,918	8	8,904
Port Neches.....	***	***	***	***	***	***	***	***	***
Remainder of County.....	17	671	12,353	150	4	12	6,051	5	13,053
Jin Hogg County.....	7	57	1,143	23	8	4	636	3	1,219
Jin Wells County.....	50	1,075	22,971	371	29	33	16,341	17	9,774
Allice.....	42	885	18,921	255	26	29	14,740	13	3,806
Remainder of County.....	8	190	4,050	116	3	4	1,601	4	5,968
Johnson County.....	38	292	5,783	106	37	20	2,258	18	44,161
Cleburne.....	24	248	4,864	76	21	14	1,893	10	2,261
Remainder of County.....	14	44	919	30	16	6	395	8	1,900
Jones County.....	45	637	12,720	213	35	19	8,261	26	7,288
Starford.....	18	256	4,801	91	17	11	5,640	7	964
Remainder of County.....	27	381	7,919	122	18	8	2,621	19	6,328
Jones County.....	17	136	3,426	74	17	7	8,230	10	8,937
Kauffman County.....	21	143	2,671	44	15	6	599	15	3,638
Turrell.....	10	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Remainder of County.....	11	(D)	(D)	(D)	(D)	4	(D)	7	(D)
Kendall County.....	12	76	1,403	27	13	3	880	9	1,754
Kendry County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Kent County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Kerr County.....	21	124	2,455	56	22	11	680	10	3,985
Kerryville.....	13	60	1,415	25	12	7	485	6	1,506
Remainder of County.....	8	64	1,040	31	10	4	195	4	2,479
Kiable County.....	6	49	1,097	31	5	3	705	3	465
King County.....	***	***	***	***	***	***	***	***	***
Kinsey County.....	***	***	***	***	***	***	***	***	***
Kleberg County.....	18	214	4,082	82	12	11	3,241	7	2,241
Kingsville.....	17	(D)	(D)	(D)	(D)	10	(D)	7	(D)
Remainder of County.....	1	(D)	(D)	(D)	(D)	1	(D)	***	(D)
Knox County.....	14	36	700	32	12	4	455	10	3,036
Lamar County.....	47	798	18,034	370	48	33	8,987	14	11,788
Paris.....	43	(D)	(D)	(D)	(D)	29	(D)	14	(D)
Remainder of County.....	4	(D)	(D)	(D)	(D)	4	(D)	***	(D)
Lamb County.....	43	545	11,207	162	30	14	8,113	29	7,494
Littlefield.....	23	309	6,328	92	20	10	7,949	13	3,182
Remainder of County.....	20	236	4,879	70	10	4	164	16	4,312
Lampasas County.....	19	110	1,837	66	39	4	201	15	9,054
La Salle County.....	9	(D)	(D)	(D)	(D)	2	(D)	7	(D)
Lavae County.....	23	(D)	(D)	(D)	(D)	9	(D)	14	(D)
Young (part).....	3	(D)	(D)	(D)	(D)	***	***	3	(D)
Remainder of County.....	20	(D)	(D)	(D)	(D)	9	(D)	11	(D)
Lee County.....	12	56	1,168	64	8	5	445	7	2,716
Leon County.....	8	(D)	(D)	(D)	(D)	2	(D)	6	(D)
Liberty County.....	39	561	9,016	143	26	21	4,783	18	6,912
Cleveland.....	11	84	1,620	28	10	6	1,203	5	1,286
Remainder of County.....	28	477	7,396	115	16	15	3,580	13	5,626
Limestone County.....	30	299	5,677	120	19	17	3,920	13	7,485
Mexia.....	19	180	3,648	60	10	14	2,769	5	1,534
Remainder of County.....	11	119	2,029	60	9	3	1,151	8	5,951
Lipscomb County.....	10	(D)	(D)	(D)	(D)	1	(D)	9	(D)
Live Oak County.....	12	62	1,344	21	9	4	575	8	1,272
Llano County.....	12	48	891	23	10	4	600	8	997
Loving County.....	***	***	***	***	***	***	***	***	***
Lubbock County.....	313	11,042	251,653	2,864	211	236	176,383	77	87,078
Lubbock.....	286	10,383	241,895	2,651	185	224	171,605	65	83,282
Staton.....	7	(D)	(D)	(D)	(D)	3	(D)	4	(D)
Remainder of County.....	17	(D)	(D)	(D)	(D)	9	(D)	8	(D)
Lynn County.....	18	(D)	(D)	(D)	(D)	1	(D)	17	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.
 *Youkus is in DeWitt and Lavaca counties.

8 PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE—Continued

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workw- ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
McClulloch County.....	20	237	4,519	98	16	6	2,103	14	4,704
Brady.....	16	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Remainder of County.....	4	(D)	(D)	(D)	(D)	1	(D)	3	(D)
McLennan County.....	228	7,810	160,188	2,260	142	168	83,634	60	47,105
Waco.....	197	7,166	149,520	2,090	114	196	78,959	41	39,330
Remainder of County.....	31	644	10,668	170	28	12	4,675	19	7,775
McMullen County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Madison County.....	7	21	(Z)	5	5	***	***	7	1,849
Marion County.....	6	(D)	(D)	(D)	(D)	4	(D)	2	(D)
Martin County.....	4	(D)	(D)	(D)	(D)	4	(D)	***	(D)
Mason County.....	3	(D)	(D)	(D)	(D)	---	---	3	(D)
Matagorda County.....	28	559	10,089	202	27	14	7,994	4	5,327
Bay City.....	19	338	7,040	108	11	11	6,880	8	3,668
Remainder of County.....	9	221	3,049	94	10	3	1,414	6	1,735
Maverick County.....	14	89	1,502	38	11	8	1,368	6	1,372
Eagle Pass.....	14	89	1,502	38	11	8	1,368	6	1,372
Remainder of County.....	***	***	***	***	***	***	***	***	***
Medina County.....	26	361	6,794	149	20	12	3,266	14	3,425
Nemard County.....	6	(D)	(D)	(D)	(D)	1	(D)	5	(D)
Midland County.....	83	3,685	81,042	926	36	56	28,147	27	42,707
Midland.....	59	3,288	71,098	813	29	45	24,629	24	41,265
Remainder of County.....	14	400	9,944	113	7	11	3,518	3	1,442
Millam.....	30	441	6,489	150	31	13	5,184	17	3,234
Comstock.....	16	311	5,438	115	17	10	5,057	6	1,879
Remainder of County.....	14	130	1,051	35	14	3	127	11	2,055
Mills County.....	8	(D)	(D)	(D)	(D)	1	(D)	7	(D)
Mitchell County.....	20	206	4,447	66	17	9	1,660	11	3,468
Colorado City.....	16	(D)	(D)	(D)	(D)	7	(D)	9	(D)
Remainder of County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Montague County.....	40	349	7,009	109	36	24	5,826	16	2,343
Montgomery County.....	32	407	9,047	144	36	25	4,101	7	2,377
Conroe.....	28	(D)	(D)	(D)	(D)	22	(D)	6	(D)
Remainder of County.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Moore County.....	17	211	3,765	60	10	12	1,959	5	1,238
Dumas.....	11	(D)	(D)	(D)	(D)	7	(D)	4	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	5	(D)	1	(D)
Morris County.....	6	17	(Z)	6	4	3	372	3	603
Motley County.....	7	(D)	(D)	(D)	(D)	2	(D)	5	(D)
Nacogdoches County.....	33	534	10,655	200	20	20	6,518	13	5,545
Nacogdoches.....	28	(D)	(D)	(D)	(D)	17	(D)	11	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)
Navarro County.....	48	568	10,864	194	39	31	12,512	17	12,601
Corsicana.....	32	496	9,408	145	26	23	9,412	9	10,036
Remainder of County.....	16	72	1,456	49	13	8	3,100	8	2,565
Newton County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Nolan County.....	40	659	12,729	203	35	25	6,141	15	10,017
Sweetwater.....	33	(D)	(D)	(D)	(D)	23	(D)	10	(D)
Remainder of County.....	7	(D)	(D)	(D)	(D)	2	(D)	5	(D)
Nueces County.....	336	12,336	253,577	3,319	192	242	152,589	90	62,501
Corpus Christi.....	289	11,261	233,240	3,011	168	229	143,063	60	41,274
Robertson.....	16	252	3,261	80	12	4	385	12	3,183
Remainder of County.....	31	821	17,076	228	12	9	9,141	22	12,444
Ochiltree County.....	17	210	4,138	71	9	5	781	12	6,141
Oldham County.....	10	(D)	(D)	(D)	(D)	2	(D)	8	(D)
Orange County.....	24	1,024	23,470	277	18	17	14,813	7	2,174
Orange.....	23	(D)	(D)	(D)	(D)	16	(D)	7	(D)
Remainder of County.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***
Palo Pinto County.....	22	141	2,705	70	12	15	2,117	7	2,582
Mineral Wells.....	16	(D)	(D)	(D)	(D)	11	(D)	5	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	4	(D)	2	(D)
Panola County.....	17	164	3,187	67	14	8	2,852	9	3,078
Parker County.....	22	281	6,026	125	22	12	3,133	10	2,393
Weatherford.....	19	(D)	(D)	(D)	(D)	11	(D)	8	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Parmer County.....	23	312	6,873	99	13	7	3,260	16	3,473

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Pecos County.....	17	102	2,914	43	11	9	1,189	8	993
Polk County.....	16	158	3,221	72	11	6	3,238	10	2,976
Potter County.....	267	14,310	285,138	3,404	146	194	135,365	73	107,210
Amarillo (part) ⁶	257	(D)	(D)	(D)	(D)	190	(D)	67	(D)
Remainder of County.....	10	(D)	(D)	(D)	(D)	4	(D)	6	(D)
Presidio County.....	13	86	1,610	33	11	5	470	8	1,514
Rains County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Randall County.....	16	83	1,779	40	14	5	491	11	1,165
Amarillo (part) ⁶	4	(D)	(D)	(D)	(D)	4	(D)	***	***
Remainder of County.....	12	(D)	(D)	(D)	(D)	1	(D)	11	(D)
Reagan County.....	8	157	3,251	28	4	4	1,048	4	1,018
Real County.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)
Red River County.....	9	(D)	(D)	(D)	(D)	1	(D)	8	(D)
Reeves County.....	30	562	11,810	185	19	20	6,484	10	3,154
Pecos.....	21	446	8,693	122	11	14	5,657	7	2,478
Remainder of County.....	9	116	3,117	63	8	6	827	3	676
Refugio County.....	12	131	2,602	43	7	5	1,351	7	1,587
Roberts County.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Robertson County.....	19	132	2,806	47	18	6	247	13	4,366
Rockwell County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Russell County.....	35	325	6,150	115	38	12	2,901	23	9,108
Ballinger.....	22	247	4,657	86	25	8	1,689	14	7,409
Remainder of County.....	13	78	1,493	29	13	4	1,212	9	1,699
Rusk County.....	40	543	11,347	203	29	28	5,071	12	4,906
Henderson.....	25	(D)	(D)	(D)	(D)	14	(D)	11	(D)
Milgrove (part) ²	(D)	(D)	(D)	(D)	(D)	1	(D)	***	***
Remainder of County.....	14	(D)	(D)	(D)	(D)	13	(D)	1	(D)
Sabine County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
San Augustine County.....	11	105	2,708	73	9	5	1,863	6	1,274
San Jacinto County.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***
San Patricio County.....	48	947	13,878	249	24	16	5,925	32	7,257
Aransas Pass (part) ¹	7	(D)	(D)	(D)	(D)	6	(D)	1	(D)
Remainder of County.....	41	(D)	(D)	(D)	(D)	10	(D)	31	(D)
San Saba County.....	9	43	838	35	11	3	1,073	6	1,800
Schleicher County.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)
Scurry County.....	50	737	14,891	200	24	36	15,603	14	4,030
Snyder.....	36	618	12,034	151	16	26	12,676	10	3,264
Remainder of County.....	14	119	2,857	49	8	10	2,927	4	766
Shackelford County.....	15	99	1,791	24	10	5	1,908	10	928
Shelby County.....	23	275	5,440	142	21	12	6,946	11	3,251
Sherman County.....	10	111	2,628	32	6	***	***	10	1,675
Smith County.....	141	3,893	78,945	1,131	93	102	44,019	39	25,373
Tyler.....	125	3,632	74,660	1,056	83	91	41,007	34	24,300
Remainder of County.....	16	261	4,485	75	10	11	3,012	5	983
Smervell County.....	***	***	***	***	***	***	***	***	***
Starr County.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)
Stephens County.....	28	309	6,159	101	25	21	4,126	7	1,214
Breckenridge.....	27	(D)	(D)	(D)	(D)	20	(D)	7	(D)
Remainder of County.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***
Sterling County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Stonewall County.....	4	(D)	(D)	(D)	(D)	1	(D)	3	(D)
Sutton County.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)
Swisher County.....	23	320	6,558	115	23	5	456	18	6,677
Tarrant County.....	724	32,671	657,363	8,689	446	540	421,448	184	293,281
Arlington.....	20	332	7,710	121	9	13	3,828	7	2,127
Fort Worth.....	665	31,117	624,717	8,246	413	501	394,036	164	282,039
Haltom City.....	3	49	1,192	16	5	3	368	***	***
River Oaks.....	***	***	***	***	***	***	***	***	***
Grand Prairie (part) ³	(D)	(D)	(D)	(D)	(D)	***	***	1	(D)
White Settlement.....	2	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Remainder of County.....	33	(D)	(D)	(D)	(D)	21	(D)	12	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.
¹Aransas Pass is in Aransas and San Patricio counties. ²Milgrove is in Gregg and Rusk counties. ³Amarillo is in Potter and Randall counties. ⁴Grand Prairie is in Dallas and Tarrant counties.

10 PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE—Continued

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Taylor County.....	183	5+415	109,051	1+486	134	136	61+290	47	36+935
Abilene.....	168	5+153	103,394	1+377	118	128	59+022	40	35+468
Remainder of County.....	15	262	5+657	109	16	8	2+268	7	1+871
Terrell County.....	3	32	625	9	3	***	***	3	497
Terry County.....	25	267	5+858	81	25	11	2+500	14	3+287
Brownfield.....	24	(D)	(D)	(D)	(D)	10	(D)	14	(D)
Remainder of County.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***
Throckmorton County.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)
Titus County.....	25	319	6+429	148	12	16	4+289	9	5+368
Mount Pleasant.....	21	2+887	5+388	136	11	12	3+872	9	5+368
Remainder of County.....	4	31	593	12	1	4	417	***	***
Tom Green County.....	123	3+458	70+551	956	102	100	40+098	23	14+102
San Angelo.....	121	(D)	(D)	(D)	(D)	98	(D)	23	(D)
Remainder of County.....	2	(D)	(D)	(D)	(D)	2	(D)	***	***
Travis County.....	212	7+633	150+515	1,919	139	161	66+846	51	58+251
Austin.....	200	7+537	148+479	1,887	127	153	66+011	47	56+033
Remainder of County.....	12	96	2+036	32	12	8	835	4	2+128
Trinity County.....	10	18	(Z)	8	9	3	334	7	701
Tyler County.....	12	168	3+679	75	19	6	1+376	6	1+694
Upshur County.....	16	244	4+748	113	8	11	3+979	5	989
Gladewater (part).....	***	***	***	***	***	***	***	***	***
Remainder of County.....	16	244	4+748	113	8	11	3+979	5	989
Upton County.....	21	314	6+691	82	9	15	5+809	6	1+871
Uvalde County.....	23	316	6+164	139	18	13	4+773	10	2+855
Uvalde.....	17	294	5+617	129	13	10	4+600	7	2+399
Remainder of County.....	6	22	547	10	5	3	173	3	456
Val Verde County.....	19	233	4+920	85	10	12	3+581	7	3+262
Del Rio.....	19	233	4+920	85	10	12	3+581	7	3+262
Remainder of County.....	***	***	***	***	***	***	***	***	***
Van Zandt County.....	21	103	2+748	89	19	7	1+152	14	2+302
Victoria County.....	59	1+442	27+741	432	38	41	17+889	18	14+872
Victoria.....	52	(D)	(D)	(D)	(D)	36	(D)	16	(D)
Remainder of County.....	7	(D)	(D)	(D)	(D)	5	(D)	2	(D)
Walker County.....	16	239	4+408	113	14	9	4+128	7	2+936
Bustville.....	12	303	(D)	(D)	(D)	7	(D)	5	(D)
Remainder of County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Waller County.....	6	(D)	(D)	(D)	(D)	2	(D)	4	(D)
Ward County.....	30	572	10+990	135	19	22	8+494	8	2+161
Wheatsburg.....	28	(D)	(D)	(D)	(D)	20	(D)	8	(D)
Remainder of County.....	2	(D)	(D)	(D)	(D)	2	(D)	***	***
Washington County.....	29	599	11+438	192	20	18	10+072	11	4+264
Brenham.....	28	(D)	(D)	(D)	(D)	18	(D)	10	(D)
Remainder of County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Webb County.....	80	1+251	22+724	515	72	63	17+913	17	8+600
Laredo.....	76	1+225	21+794	505	70	59	17+515	17	8+600
Remainder of County.....	4	26	128	10	2	4	398	***	***
Wharton County.....	52	867	18+522	314	40	32	8+528	20	17+688
El Campo.....	19	361	9+723	117	19	11	2+595	8	5+898
Remainder of County.....	33	486	8+821	197	21	21	5+939	12	11+800
Wheeler County.....	16	68	1+695	31	15	7	487	9	1+569
Wichita County.....	206	7+121	148,983	1,895	138	151	70+211	55	40+928
Wichita Falls.....	178	6,823	193,645	1,789	118	134	72+234	44	33+868
Remainder of County.....	28	298	5,338	106	20	17	6+957	11	7,130
Wilbarger County.....	37	390	8+012	185	32	20	4+060	17	8+641
Vernon.....	33	(D)	(D)	(D)	(D)	19	(D)	14	(D)
Remainder of County.....	4	(D)	(D)	(D)	(D)	1	(D)	3	(D)
Willacy County.....	17	344	5+014	142	11	5	1+497	12	6+133
Raymondville.....	11	(D)	(D)	(D)	(D)	4	(D)	7	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	1	(D)	5	(D)
Williamson County.....	24	614	12+324	248	22	29	5+965	28	8+148
Taylor.....	57	326	5+896	106	28	15	1+716	9	5+186
Remainder of County.....	33	288	6+428	142	24	14	4+252	19	3+728
Wilson County.....	20	131	3+885	57	16	8	990	12	3+525
Winkler County.....	15	(D)	(D)	(D)	(D)	13	(D)	2	(D)
Worth.....	14	(D)	(D)	(D)	(D)	13	(D)	1	(D)
Remainder of County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Wise County.....	14	67	1+556	59	13	4	485	10	1+804

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

⁴Gladewater is in Gregg and Upshur counties.

PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES, CITIES OF 5,000 INHABITANTS OR MORE—Continued 11

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Wood County.....	21	291	5,616	123	18	10	6,193	11	4,005
Yokum County.....	7	(D)	(D)	(D)	(D)	5	(D)	2	(D)
Young County.....	32	882	8,627	119	17	19	8,758	13	2,925
Graham.....	19	292	5,845	78	7	12	6,578	7	2,522
Remainder of County.....	13	150	2,982	41	10	7	2,176	6	1,743
Zapata County.....	***	***	***	***	***	***	***	***	***
Zavala County.....	13	108	1,774	54	9	6	206	7	1,118
Crystal City.....	9	(D)	(D)	(D)	(D)	4	(D)	5	(D)
Remainder of County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

1954 Census of Business

WHOLESALE TRADE

January 1956

Series: FW-1-44

UTAH

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

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

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



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

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

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

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

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

EXPLANATION OF TERMS

Establishments

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

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

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

Sales

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

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

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

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

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

Active proprietors of unincorporated businesses

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

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proportion of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Utah, total.....1954..	1,171	46,107	942,597	11,737	739	700	360,588	471	510,474
.....1948..	1,027	35,896	715,987	11,670	617	618	294,333	409	402,811
Beaver County.....	3	0	(Z)	2	4	***	***	3	53
Box Elder County.....	24	164	74,070	77	15	7	629	17	44,341
Brigham City.....	8	38	789	15	6	3	346	5	748
Remainder of County.....	16	126	61,281	62	9	4	283	12	3,593
Cache County.....	35	614	144,046	191	28	20	4,569	15	71,909
Logans.....	25	407	94,234	131	19	16	2,221	9	3,025
Remainder of County.....	10	207	44,812	60	9	4	2,348	6	4,886
Carbon County.....	24	307	64,971	112	26	15	4,132	9	2,825
Priceland.....	18	(D)	(D)	(D)	(D)	11	(D)	7	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	4	(D)	2	(D)
Daget County.....	***	***	***	***	***	***	***	***	***
DeVils County.....	27	894	204,221	271	18	11	14,755	16	35,065
Bountiful.....	9	(D)	(D)	(D)	(D)	7	(D)	2	(D)
Remainder of County.....	18	(D)	(D)	(D)	(D)	4	(D)	14	(D)
Duchesne County.....	11	(D)	(D)	(D)	(D)	2	(D)	9	(D)
Henry County.....	4	(D)	(D)	(D)	(D)	1	(D)	3	(D)
Garfield County.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)
Grand County.....	9	149	34,791	43	5	4	1,179	5	1,925
Iron County.....	19	195	34,319	53	25	11	1,961	8	1,970
Cedar City.....	17	(D)	(D)	(D)	(D)	10	(D)	7	(D)
Remainder of County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Just County.....	11	(D)	(D)	(D)	(D)	2	(D)	9	(D)
Kane County.....	4	(D)	(D)	(D)	(D)	1	(D)	3	(D)
Millard County.....	13	(D)	(D)	(D)	(D)	1	(D)	12	(D)
Morgan County.....	3	36	720	9	2	***	***	3	222
Plute County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Rich County.....	***	***	***	***	***	***	***	***	***
Salt Lake County.....	703	35,723	726,986	8,546	375	461	271,503	222	294,116
Murray.....	11	206	41,158	58	3	7	1,667	4	1,693
Salt Lake City.....	635	34,170	690,699	8,093	320	433	259,015	202	280,886
South Salt Lake.....	17	(D)	(D)	(D)	(D)	15	(D)	2	(D)
Remainder of County.....	4	(D)	(D)	(D)	(D)	26	(D)	14	(D)
San Juan County.....	2	(D)	(D)	(D)	(D)	***	(D)	2	(D)
Sanpete County.....	12	(D)	(D)	(D)	(D)	1	(D)	11	(D)
Sevier County.....	22	391	94,989	228	14	10	2,882	12	10,371
Summit County.....	6	***	***	***	6	***	***	6	607
Tooele County.....	12	(D)	(D)	(D)	(D)	2	(D)	10	(D)
Tooele.....	6	(D)	(D)	(D)	(D)	2	(D)	4	(D)
Remainder of County.....	6	***	***	***	4	***	***	6	(D)
Utah County.....	16	171	44,008	45	8	7	954	9	2,113
Utah County.....	76	24,385	411,140	719	53	43	22,803	33	22,155
American Fork.....	5	96	1,839	29	2	***	***	5	2,359
Orem.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Provo.....	40	1,864	26,554	478	28	28	214,450	8	84,410
Spanish Fork City.....	6	90	1,801	59	5	3	311	3	2,818
Springville.....	7	108	14,732	36	4	4	625	3	14,145
Remainder of County.....	13	(D)	(D)	(D)	(D)	4	(D)	9	(D)
Wasatch County.....	8	26	(Z)	7	5	3	249	5	572
Washington County.....	9	177	3,423	47	8	4	1,763	5	1,364
Wayne County.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***
Weber County.....	114	4,436	88,744	1,207	78	73	44,435	41	110,712
Ogden.....	106	(D)	(D)	(D)	(D)	69	(D)	37	99,204
Remainder of County.....	8	(D)	(D)	(D)	(D)	4	(D)	4	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

UTAH (29 COUNTIES)

LEGEND

● PLACES OF 25,000 TO 100,000 (1950)

★ PLACES OF 100,000 AND OVER (1950)



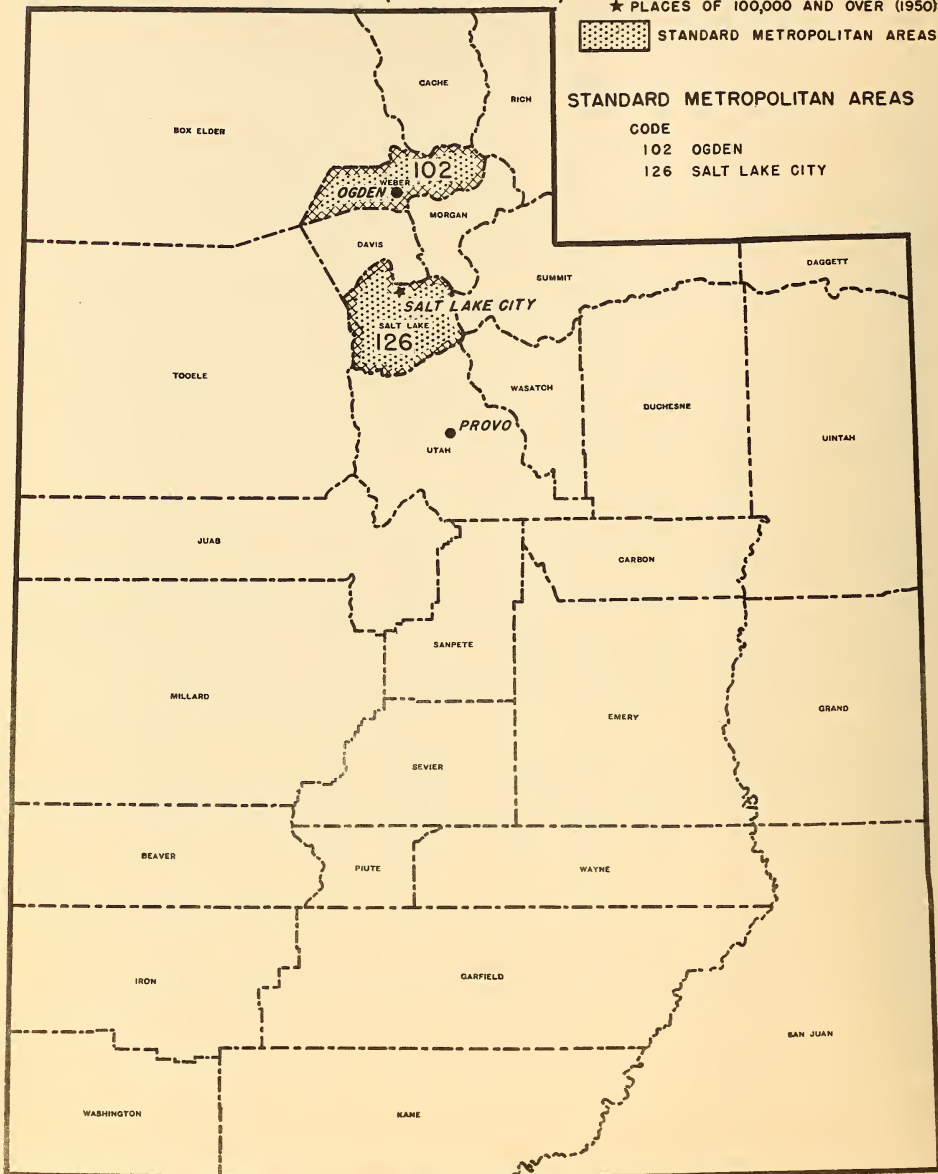
STANDARD METROPOLITAN AREAS

STANDARD METROPOLITAN AREAS

CODE

102 OGDEN

126 SALT LAKE CITY



U. S. DEPARTMENT OF COMMERCE

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Phone: 2-7133

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& Post Office Bldg.
Phone: 2-4755

SEATTLE 4, WASH.
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909 First Avenue
Phone: Mutual 3300, Ext. 496

PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

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This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

ORDER BLANK

REQUESTS FOR ANNOUNCEMENTS OF 1954 CENSUS OF BUSINESS BULLETINS AND VOLUMES

To receive announcements concerning forthcoming 1954 Census of Business publications, complete this sheet, detach and mail to Bureau of the Census, Washington 25, D. C.

(Check appropriate boxes to show the series for which announcements are desired)

- | | | |
|---|--|--|
| Retail Trade
<input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Central Business District Bulletins
<input type="checkbox"/> Census Volumes | Wholesale Trade
<input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Census Volumes

<input type="checkbox"/> Public Merchandise Warehouses
<input type="checkbox"/> 1954 Census of Business—Puerto Rico | Selected Service Trades
<input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Census Volumes |
|---|--|--|

ORDERS FOR ADDITIONAL COPIES OF PRELIMINARY REPORTS OF 1954 CENSUS OF BUSINESS RESULTS

Three separate *preliminary* series of reports—for retail trade, for wholesale trade, and for selected service trades—are being issued. Each of these three preliminary series consists of a United States report and a report for each State. Orders for copies of preliminary reports should be sent to the Bureau of the Census, Washington 25, D. C. Payment must be included with your order. Make checks or money orders payable to Census, Department of Commerce. Government Printing Office coupons or authorizations to charge the amount to your account with the Superintendent of Documents will also be acceptable. In the last instance, please report your account number. **The cost of each report is 10 cents.**

Please indicate number of copies and the name of each State for which reports are requested:

RETAIL TRADE		WHOLESALE TRADE		SELECTED SERVICE TRADES	
No.	States requested	No.	States requested	No.	States requested
All Retail Trade reports. Price \$4.00		All Wholesale Trade reports. Price \$4.00		All Selected Service reports. Price \$4.00	

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DEPARTMENT OF COMMERCE

BUREAU OF THE CENSUS

WASHINGTON 25, D. C.

OFFICIAL BUSINESS

PENALTY FOR PRIVATE USE TO AVOID
PAYMENT OF POSTAGE, \$300

1954 Census of Business WHOLESALE TRADE

December 1955

Series: FW-1-45

VERMONT

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

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

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



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

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

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

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

EXPLANATION OF TERMS

Establishments

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

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

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

Sales

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

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

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

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

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

Active proprietors of unincorporated businesses

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

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Vermont, total.....1954..	424	12,097	221,887	3,334	214	270	96,140	145	85,385
.....1948..	338	8,646	155,370	2,918	167	208	78,157	130	59,053
Addison County.....	6	(D)	(D)	(D)	(D)	1	(D)	5	(D)
Bennington County.....	21	296	41,057	63	12	13	13,577	8	13,017
Bennington.....	15	132	21,561	42	11	10	6,574	5	2,115
Remainder of County.....	6	76	14,496	21	1	3	9,033	3	14,899
Caledonia County.....	24	770	161,311	445	12	14	71,601	5	21,112
St. Johnsbury.....	18	(D)	(D)	(D)	(D)	14	(D)	4	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	5	(D)	1	(D)
Chittenden County.....	111	41,820	981,321	11,459	35	76	36,771	33	65,089
Burlington.....	92	41,503	921,637	11,168	43	67	35,136	25	26,363
Winooski.....	2	(D)	(D)	(D)	(D)	2	(D)	***	***
Remainder of County.....	17	(D)	(D)	(D)	(D)	9	(D)	6	(D)
Essex County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Franklin County.....	26	485	6,787	118	16	14	3,352	12	7,470
St. Albans.....	10	154	2,878	44	6	6	2,780	4	11,611
Remainder of County.....	16	331	3,909	74	10	8	14,572	8	6,369
Grand Isle County.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)
Lamoille County.....	8	(D)	(D)	(D)	(D)	5	(D)	5	(D)
Orange County.....	9	84	1,654	32	8	5	273	4	4,111
Orleans County.....	21	254	41,054	262	11	6	11,177	12	6,017
Weymouth.....	12	(D)	(D)	(D)	(D)	7	(D)	5	(D)
Remainder of County.....	9	(D)	(D)	(D)	(D)	1	(D)	6	(D)
Rutland County.....	63	1,511	42,092	427	26	20	14,792	13	21,110
Rutland.....	3	(D)	(D)	(D)	(D)	41	(D)	12	(D)
Remainder of County.....	16	192	103	(D)	(D)	4	(D)	1	(D)
Washington County.....	61	1,822	27,118	496	31	44	11,267	17	7,152
Barre.....	25	104	13,119	201	9	16	6,058	6	4,028
Montpelier.....	27	(D)	(D)	(D)	(D)	20	(D)	7	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	6	(D)	2	(D)
Windham County.....	28	642	15,576	233	16	19	7,992	9	4,057
Windsor County.....	41	1,232	25,721	394	15	24	11,429	17	7,714

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VERMONT (14 COUNTIES)



LEGEND

● PLACES OF 25,000 TO 100,000 (1950)

★ PLACES OF 100,000 AND OVER (1950) - NONE

▣ STANDARD METROPOLITAN AREAS - NONE

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| <p>Retail Trade</p> <p><input type="checkbox"/> Area Bulletins</p> <p><input type="checkbox"/> Subject Bulletins</p> <p><input type="checkbox"/> Trade Bulletins</p> <p><input type="checkbox"/> Central Business District Bulletins</p> <p><input type="checkbox"/> Census Volumes</p> | <p>Wholesale Trade</p> <p><input type="checkbox"/> Area Bulletins</p> <p><input type="checkbox"/> Subject Bulletins</p> <p><input type="checkbox"/> Trade Bulletins</p> <p><input type="checkbox"/> Census Volumes</p> | <p>Selected Service Trades</p> <p><input type="checkbox"/> Area Bulletins</p> <p><input type="checkbox"/> Subject Bulletins</p> <p><input type="checkbox"/> Trade Bulletins</p> <p><input type="checkbox"/> Census Volumes</p> |
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Three separate *preliminary* series of reports—for retail trade, for wholesale trade, and for selected service trades—are being issued. Each of these three preliminary series consists of a United States report and a report for each State. Orders for copies of preliminary reports should be sent to the Bureau of the Census, Washington 25, D. C. Payment must be included with your order. Make checks or money orders payable to Census, Department of Commerce. Government Printing Office coupons or authorizations to charge the amount to your account with the Superintendent of Documents will also be acceptable. In the last instance, please report your account number. **The cost of each report is 10 cents.**

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OFFICIAL BUSINESS

1954 Census of Business WHOLESALE TRADE

January 1956

Series: PW-1-46

VIRGINIA

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides preliminary findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

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

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



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

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

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

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

EXPLANATION OF TERMS

Establishments

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

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

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

Sales

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

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

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

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

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

Active proprietors of unincorporated businesses

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

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Virginia, total.....1954.....	3,364	134,659	2,710,802	41,150	1,821	2,212	1,249,288	1,152	1,424,438
.....1948.....	2,863	96,230	1,980,063	38,849	1,715	1,670	926,177	1,193	1,013,127
Accomack County.....	50	818	20,764	493	36	33	6,217	17	8,585
Albemarle County.....	18	400	8,049	170	15	10	3,020	8	7,930
Alleghany County.....	6	105	2,650	40	1	3	516	3	847
Amelia County.....	1	(D)	(D)	(D)	(D)	1	(D)	...	...
Ashurst County.....	3	62	1,287	21	4	3	1,488	...	...
Appomattox County.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Arlington County.....	57	2,871	53,163	679	22	44	19,130	13	37,991
Augusta County.....	13	362	6,552	128	12	9	3,432	4	5,940
Bath County.....	1	(D)	(D)	(D)	(D)	...	...	1	(D)
Bedford County.....	19	304	6,038	120	6	11	3,264	8	2,767
Bland County.....	1	(D)	(D)	(D)	(D)	1	(D)	...	...
Botetourt County.....	4	(D)	(D)	(D)	(D)	1	(D)	3	(D)
Brunswick County.....	7	63	1,942	44	4	3	2,663	4	2,212
Buchanan County.....	17	406	8,448	102	9	13	4,513	4	1,596
Buckingham County.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Campbell County.....	23	262	6,469	165	19	12	2,893	11	6,889
Caroline County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Carroll County.....	7	96	1,167	37	10	4	634	3	702
Charles City County.....	2	(D)	(D)	(D)	(D)	2	(D)	...	...
Charlotte County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Chesterfield County.....	10	(D)	(D)	(D)	(D)	9	(D)	1	(D)
Clarke County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Craig County.....	1	(D)	(D)	(D)	(D)	...	...	1	(D)
Culpeper County.....	18	205	4,314	87	10	9	4,637	9	4,073
Cumberland County.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Dickenson County.....	2	(D)	(D)	(D)	(D)	2	(D)	...	(D)
Dimondale County.....	1	(D)	(D)	(D)	(D)	...	...	1	(D)
Essex County.....	8	92	1,302	53	3	5	821	3	1,774
Fairfax County.....	24	920	18,044	215	18	19	8,404	5	1,794
Fauquier County.....	16	382	7,957	129	7	8	3,310	8	5,874
Floyd County.....	1	(D)	(D)	(D)	(D)	1	(D)	...	...
Fluvanna County.....	6	17	(Z)	6	5	3	164	3	747
Franklin County.....	8	73	1,908	36	3	3	248	5	2,147
Frederick County.....	20	389	7,714	155	11	9	2,478	11	8,932
Giles County.....	7	61	1,416	32	5	3	486	4	2,045
Gloucester County.....	16	225	6,117	170	12	13	3,220	3	1,176
Goodland County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Grayson County.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Greene County.....	...	...	...	...	...	...	...	...	...
Greensville County.....	23	347	5,976	112	16	11	(D)	12	(D)
Emporia.....	22	346	5,959	111	15	10	(D)	12	(D)
Remainder of County.....	1	(D)	(D)	(D)	(D)	1	(D)	...	...
Halifax County.....	25	274	6,454	167	20	8	1,614	17	13,889
South Boston.....	18	229	5,685	145	13	4	895	14	12,781
Remainder of County.....	7	45	769	22	7	4	719	3	1,108
Hanover County.....	10	145	3,102	47	4	7	468	3	3,309
Henrico County.....	28	1,601	33,029	35	13	18	6,964	10	17,218
Henry County.....	20	299	6,635	89	17	10	2,046	10	4,935
Highland County.....	1	(D)	(D)	(D)	(D)	...	...	1	(D)
Isle of Wight County.....	5	(D)	(D)	(D)	(D)	2	(D)	3	(D)

Standard Note: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
James City County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
King and Queen County.....	***	***	***	***	***	***	***	***	***
King George County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
King William County.....	8	113	2,131	34	5	3	1,866	5	1,924
Lancaster County.....	23	123	3,724	135	23	17	1,665	6	1,639
Lee County.....	11	102	1,904	44	6	7	1,141	4	3,257
Loudoun County.....	13	184	4,616	88	9	5	948	8	4,226
Louisa County.....	7	(D)	(D)	(D)	(D)	1	(D)	6	(D)
Lunenburg County.....	12	227	5,740	211	10	5	3,232	7	5,591
Madison County.....	***	***	***	***	***	***	***	***	***
Mathews County.....	6	39	748	18	3	3	249	3	894
Mecklenburg County.....	33	455	12,837	383	27	14	2,936	19	9,915
Middlesex County.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Montgomery County.....	9	149	2,590	72	4	6	1,221	3	3,205
Nansemond County.....	20	530	15,345	404	14	11	5,950	9	3,369
Nelson County.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)
New Kent County.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***
Norfolk County.....	16	718	16,717	257	9	10	1,695	6	7,312
Northampton County.....	24	361	7,818	282	18	14	2,946	10	4,300
Northumberland County.....	18	293	8,721	249	15	13	1,650	5	1,314
Nottoway County.....	14	339	7,534	120	5	4	3,171	10	3,818
Orange County.....	11	162	3,223	63	5	6	1,823	5	3,105
Page County.....	9	121	2,370	42	6	4	1,788	5	1,144
Patrick County.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)
Pittsylvania County.....	11	318	6,486	136	4	5	(D)	6	(D)
Powhatan County.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***
Prince Edward County.....	29	491	6,551	153	27	18	6,711	11	4,253
Prince George County.....	***	***	***	***	***	***	***	***	***
Prince William County.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Princess Anne County.....	12	292	6,396	89	4	7	2,511	5	951
Pulaski County.....	17	358	7,126	130	11	12	4,898	5	3,542
Palaski.....	15	341	6,801	119	10	11	(D)	4	(D)
Remainder of County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Rappahannock County.....	2	(D)	(D)	(D)	(D)	***	***	2	(D)
Richmond County.....	19	414	9,088	154	9	14	2,712	5	1,282
Roanoke County.....	25	602	11,905	172	12	17	6,043	8	5,631
Salem.....	11	312	5,734	80	6	6	1,276	5	4,281
Remainder of County.....	14	290	6,171	92	6	11	4,769	3	1,350
Rockbridge County.....	14	265	6,188	104	8	8	3,595	6	2,174
Lexington.....	7	224	5,131	75	2	4	3,280	3	1,113
Remainder of County.....	7	41	1,057	29	6	4	315	3	1,061
Rockingham County.....	35	1,530	29,222	563	15	18	6,364	17	20,109
Russell County.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Scott County.....	6	60	949	24	5	3	510	3	2,076
Shenandoah County.....	18	215	4,144	89	8	8	1,479	10	2,984
Smyth County.....	18	303	6,723	151	8	13	4,268	5	1,801
Marion.....	12	200	4,390	67	6	9	(D)	3	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	4	(D)	2	(D)
Southampton County.....	17	620	12,598	272	10	10	7,609	7	6,343
Spotsylvania County.....	9	314	5,573	88	3	4	1,139	5	2,874
Stafford County.....	2	(D)	(D)	(D)	(D)	2	(D)	***	***
Sturry County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Sumner County.....	5	(D)	(D)	(D)	(D)	2	(D)	3	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$100. . . Represents zero.

PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE—Continued 5

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Tazewell County.....	33	1+170	25+219	347	17	18	9+002	15	23+363
Warren County.....	21	376	7+235	165	10	15	3+241	6	6+337
Frank Boyd.....	16	266	5+166	113	10	12	(D)	4	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)
Washington County.....	26	586	11+210	295	10	11	7+397	15	16+203
Westmoreland County.....	6	55	3+042	40	5	3	571	3	866
Wise County.....	23	621	12+354	225	26	19	11+981	4	3+017
Big Stone Gap.....	5	(D)	(D)	(D)	21	4	(D)	1	(D)
Remainder of County.....	18	506	9+922	181	21	15	(D)	3	(D)
Wythe County.....	22	422	7+389	136	16	15	6+936	7	3+949
Wytheville.....	17	292	4+883	100	13	12	(D)	5	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)
York County.....	12	(D)	(D)	(D)	(D)	10	(D)	2	(D)
INDEPENDENT CITIES									
Alexandria.....	61	2+085	38+720	519	25	49	15+198	12	26+059
Bristol.....	49	1+695	36+127	498	25	35	17+201	14	11+228
Buena Vista.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Charlottesville.....	49	1+163	23+519	358	21	33	10+329	16	5+795
Clifton Forge.....	5	(D)	(D)	(D)	(D)	2	(D)	3	(D)
Colonial Heights.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Covington.....	8	128	2+239	47	4	3	975	5	1+991
Danville.....	93	4+415	106+647	2+598	54	55	49+563	38	76+292
Falls Church.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***
Fredericksburg.....	28	707	14+321	211	19	16	6+331	12	10+000
Hampton.....	42	1+054	18+668	428	28	35	10+262	7	3+222
Harrisonburg.....	38	943	17+548	312	26	30	9+013	8	8+583
Hopewell.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Lynchburg.....	114	4+808	87+646	1+291	58	77	43+903	37	39+867
Marionville.....	24	469	8+020	141	16	14	4+456	10	9+590
Newport News.....	74	2+760	50+273	862	29	53	24+807	21	19+360
Norfolk.....	452	23+240	448+663	6,024	237	344	259+114	108	150+411
Petersburg.....	48	1+977	37+987	576	20	35	14+653	13	12+585
Portsmouth.....	52	2+415	46+020	727	35	42	21+156	10	13+022
Radford.....	10	246	4+561	66	2	6	3+175	4	2+685
Richmond.....	650	41+011	823+041	9,910	270	429	387+052	221	515+869
Roanoke.....	218	11+402	223+883	2+941	94	152	99+417	66	68+332
South Norfolk.....	15	2+058	39+129	548	8	5	2+056	10	35+248
Staunton.....	30	1+165	30+270	404	13	17	7+203	13	16+344
Suffolk.....	35	2+174	56+592	1+232	21	23	10+831	12	30+361
Virginia Beach.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Warwick.....	14	(D)	(D)	(D)	(D)	12	(D)	2	(D)
Waynesboro.....	13	362	6+881	114	9	9	5+648	4	699
Williamsburg.....	6	(D)	(D)	(D)	(D)	4	(D)	2	(D)
Winchester.....	43	1+333	26+995	491	21	27	10+072	16	7+609
Galax.....	14	292	5+492	106	7	7	2+366	7	5+370
Norton.....	15	3+8	95	5+660	9	9	3+276	6	5+827

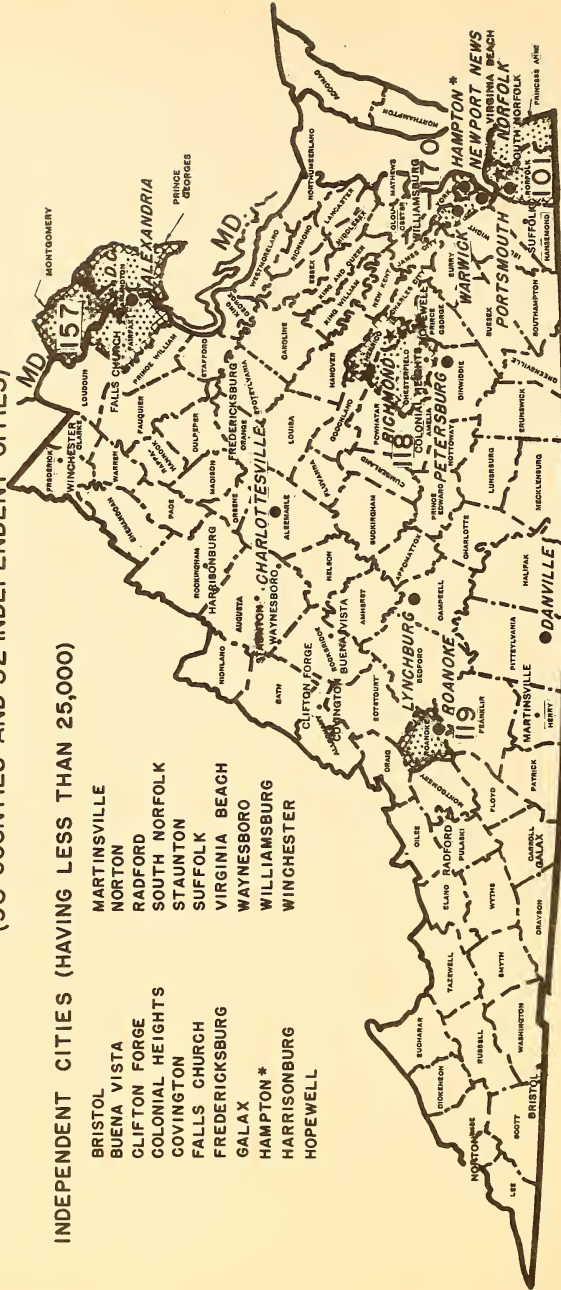
Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

VIRGINIA

(98 COUNTIES AND 32 INDEPENDENT CITIES)

INDEPENDENT CITIES (HAVING LESS THAN 25,000)

BRISTOL
 BUENA VISTA
 CLIFTON FORGE
 COLONIAL HEIGHTS
 COVINGTON
 FALLS CHURCH
 FREDERICKSBURG
 GALAX
 HAMPTON *
 HARRISONBURG
 HOPEWELL
 MARTINSVILLE
 NORTON
 RADFORD
 SOUTH NORFOLK
 STAUNTON
 SUFFOLK
 VIRGINIA BEACH
 WAYNESBORO
 WILLIAMSBURG
 WINCHESTER



STANDARD METROPOLITAN AREAS

CODE
 101 NORFOLK-PORTSMOUTH
 118 RICHMOND
 119 ROANOKE
 157 WASHINGTON, D. C.
 170 HAMPTON-NEWPORT
 NEWS - WARWICK

LEGEND

- PLACES HAVING LESS THAN 25,000 (1950)
- PLACES OF 25,000 TO 100,000 (1950)
- ★ PLACES OF 100,000 AND OVER (1950)
- ▣ STANDARD METROPOLITAN AREAS

* HAMPTON OFFICIALLY REDEFINED ON JULY 1, 1952 TO CONSIST OF FORMER INDEPENDENT CITY OF HAMPTON AND FORMER ELIZABETH CITY COUNTY.

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PUBLICATION OF FINAL CENSUS RESULTS

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This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

ORDER BLANK

REQUESTS FOR ANNOUNCEMENTS OF 1954 CENSUS OF BUSINESS BULLETINS AND VOLUMES

To receive announcements concerning forthcoming 1954 Census of Business publications, complete this sheet, detach and mail to **Bureau of the Census, Washington 25, D. C.**

(Check appropriate boxes to show the series for which announcements are desired)

- | | | |
|---|--|--|
| <p style="text-align: center; margin: 0;">Retail Trade</p> <p><input type="checkbox"/> Area Bulletins</p> <p><input type="checkbox"/> Subject Bulletins</p> <p><input type="checkbox"/> Trade Bulletins</p> <p><input type="checkbox"/> Central Business District Bulletins</p> <p><input type="checkbox"/> Census Volumes</p> | <p style="text-align: center; margin: 0;">Wholesale Trade</p> <p><input type="checkbox"/> Area Bulletins</p> <p><input type="checkbox"/> Subject Bulletins</p> <p><input type="checkbox"/> Trade Bulletins</p> <p><input type="checkbox"/> Census Volumes</p> | <p style="text-align: center; margin: 0;">Selected Service Trades</p> <p><input type="checkbox"/> Area Bulletins</p> <p><input type="checkbox"/> Subject Bulletins</p> <p><input type="checkbox"/> Trade Bulletins</p> <p><input type="checkbox"/> Census Volumes</p> |
| <p><input type="checkbox"/> Public Merchandise Warehouses</p> <p><input type="checkbox"/> 1954 Census of Business—Puerto Rico</p> | | |

ORDERS FOR ADDITIONAL COPIES OF PRELIMINARY REPORTS OF 1954 CENSUS OF BUSINESS RESULTS

Three separate *preliminary* series of reports—for retail trade, for wholesale trade, and for selected service trades—are being issued. Each of these three preliminary series consists of a United States report and a report for each State. Orders for copies of preliminary reports should be sent to the Bureau of the Census, Washington 25, D. C. Payment must be included with your order. Make checks or money orders payable to Census, Department of Commerce. Government Printing Office coupons or authorizations to charge the amount to your account with the Superintendent of Documents will also be acceptable. In the last instance, please report your account number. **The cost of each report is 10 cents.**

Please indicate number of copies and the name of each State for which reports are requested:

RETAIL TRADE		WHOLESALE TRADE		SELECTED SERVICE TRADES	
No.	States requested	No.	States requested	No.	States requested
All Retail Trade reports. Price \$4.00		All Wholesale Trade reports. Price \$4.00		All Selected Service reports. Price \$4.00	

Total number of copies ordered: -----
(Number)

Amount of money order or check enclosed \$ -----

Your Name -----

Street Address ----- City ----- Zone ----- State -----

1954 Census of Business

WHOLESALE TRADE

February 1956

Series: PW-1-47

WASHINGTON

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

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

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



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

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

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

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

EXPLANATION OF TERMS

Establishments

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

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

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

Sales

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

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

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

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

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

Active proprietors of unincorporated businesses

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

PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES: CITIES OF 5,000 INHABITANTS OR MORE

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Dollars	Employees (Number)					
Washington, total.....1954.. 1948..	4,651 3,782	200,711 139,520	4,130,082 2,867,788	48,560 46,062	2,615 2,290	2,789 2,091	1,696,104 1,225,483	1,862 1,691	1,735,297 1,336,332
Adams County.....	43	321	69,197	74	21	37	9,487		
Asotin County.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Clarkston.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Remainder of County.....	***	***	***	***	***	***	***	***	***
Benton County.....	51	1,077	214,464	249	24	20	4,260	31	14,071
Benewah.....	26	642	124,454	12	12	16	3,731	10	4,510
Remainder of County.....	25	435	9,010	106	12	4	529	21	9,451
Chelan County.....	109	6,496	170,657	3,091	60	43	23,228	66	57,074
Wenatchee.....	66	3,421	74,732	1,187	36	33	16,026	33	30,331
Remainder of County.....	43	3,035	95,925	1,904	24	10	7,202	33	26,447
Clallam County.....	49	667	124,811	158	40	29	5,314	20	74,005
Port Angeles.....	32	510	9,883	123	27	23	4,450	9	5,355
Remainder of County.....	17	157	2,929	35	13	6	804	11	21,050
Clark County.....	73	2,473	53,330	535	50	46	86,272	27	114,648
Wanouver.....	25	4,470	50,040	480	34	38	85,111	17	84,507
Remainder of County.....	18	161	3,290	55	16	8	1,161	10	3,137
Columbia County.....	6	(D)	(D)	(D)	(D)	1	(D)	7	(D)
Coville County.....	60	965	22,191	246	52	38	7,439	22	7,111
Kelso.....	17	129	2,950	45	19	11	1,087	6	1,492
Lemhi.....	30	651	14,908	153	21	21	5,194	9	3,601
Remainder of County.....	13	185	3,333	48	12	6	1,158	7	2,018
Douglas County.....	17	(D)	(D)	(D)	(D)	2	(D)	15	(D)
Ferry County.....	4	7	(Z)	2	4	***	***	4	1,185
Franklin County.....	40	828	17,539	208	22	18	5,049	22	17,021
Pasco.....	27	(D)	(D)	(D)	(D)	16	(D)	11	(D)
Remainder of County.....	13	(D)	(D)	(D)	(D)	2	(D)	11	(D)
Garfield County.....	7	(D)	(D)	(D)	(D)	1	(D)	6	(D)
Grant County.....	74	1,567	32,783	517	34	26	7,387	48	16,490
Grays Harbor County.....	71	1,655	32,657	426	47	45	12,836	26	11,862
Aberdeen.....	37	992	19,061	242	29	31	9,202	6	3,752
Hoquiam.....	12	459	9,229	130	8	7	3,262	5	3,465
Remainder of County.....	22	206	3,767	54	10	7	3,12	5	4,667
Island County.....	11	48	1,001	19	8	3	257	8	1,373
Jefferson County.....	10	59	1,193	11	6	3	320	7	1,011
Fort Townsend.....	9	(D)	(D)	(D)	(D)	3	(D)	6	(D)
Remainder of County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
King County.....	1,937	108,022	2,202,338	23,012	992	1,293	858,393	644	1,089,652
Auburn.....	8	81	1,629	21	3	5	655	3	1,057
Renton.....	17	679	12,797	121	12	14	4,242	3	1,378
Seattle.....	1,814	104,676	2,139,536	22,279	894	1,217	839,916	597	1,033,224
Remainder of County.....	98	2,586	52,376	54	83	57	13,580	41	48,963
Knapel County.....	62	1,353	29,654	333	38	39	9,774	23	10,275
Bremerton.....	37	968	17,813	235	19	27	7,885	10	4,318
Remainder of County.....	25	385	7,841	108	19	12	1,889	13	5,957
Kittitas County.....	38	405	9,385	199	24	15	2,635	23	5,681
Ellensburg.....	23	314	6,766	144	16	12	2,454	11	3,889
Remainder of County.....	15	91	2,619	55	8	3	176	12	1,792
Klickitat County.....	20	191	4,214	57	12	5	3,036	15	5,032
Lewis County.....	83	1,016	21,384	279	52	36	11,462	27	8,619
Centralia.....	40	215	4,271	51	14	12	2,041	8	1,224
Chehalis.....	20	595	12,201	144	12	16	8,251	4	3,110
Remainder of County.....	23	206	5,061	84	26	8	1,210	15	4,435
Lincoln County.....	60	625	9,540	141	28	9	5,399	51	13,767
Mason County.....	23	229	4,600	84	17	14	1,360	9	1,781
Shelton.....	10	158	2,567	44	5	5	687	5	1,334
Remainder of County.....	13	71	2,033	40	12	9	673	4	447
Okanogan County.....	55	1,114	31,527	756	31	12	3,279	43	16,803
Pacific County.....	27	264	4,870	87	26	11	1,375	16	3,059
Pend Oreille County.....	11	(D)	(D)	(D)	(D)	1	(D)	10	(D)
Pierce County.....	369	19,345	410,667	4,718	198	289	20,122	90	72,252
Puyallup.....	15	316	7,253	66	8	10	1,745	5	2,615
Tacoma.....	298	17,856	384,322	4,309	144	242	190,010	56	55,673
Remainder of County.....	56	1,173	19,032	343	46	37	9,451	19	13,961
San Juan County.....	8	(D)	(D)	(D)	(D)	1	(D)	7	(D)

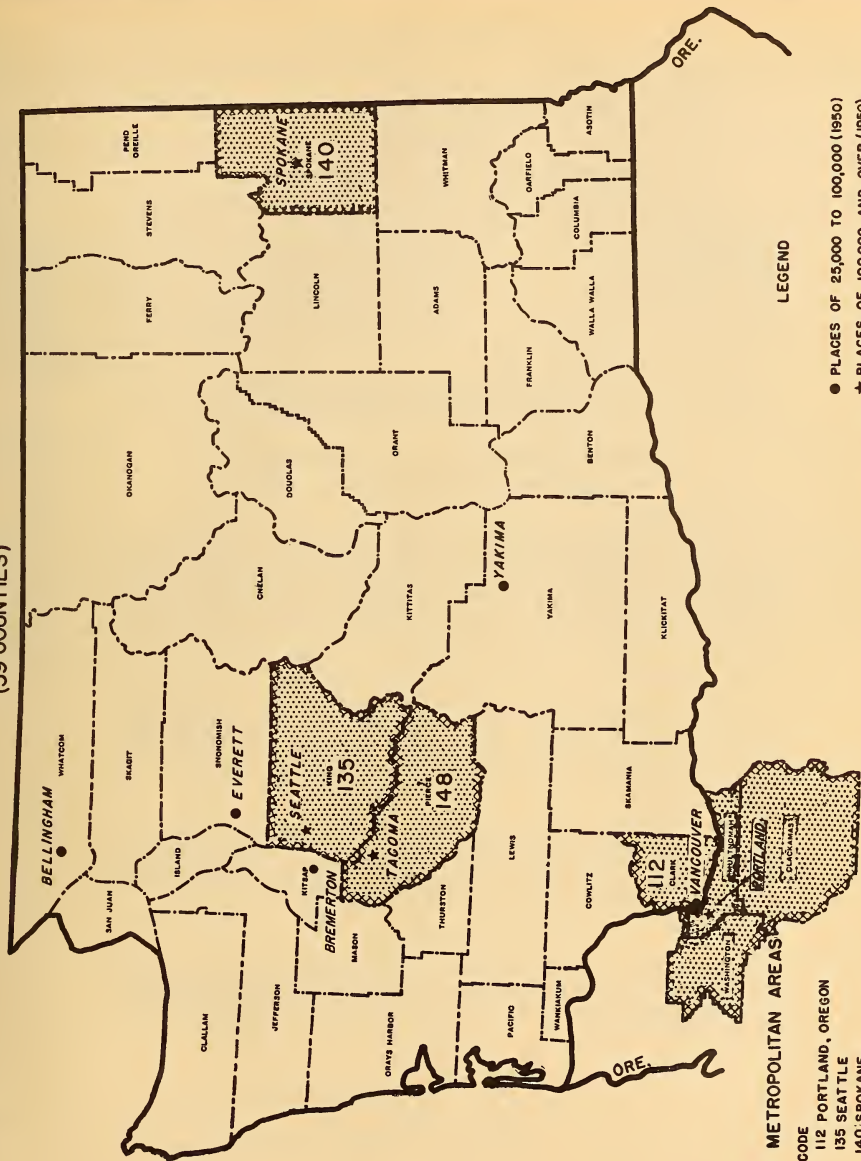
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4 PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE—Continued
Establishments, Sales, Payroll, and Personnel

County and city	Total				Merchant wholesalers		Other operating types		
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Skagit County.....	57	1,747	28,457	378	37	32	13,561	25	8,799
Anacortes.....	8	(D)	(D)	(D)	(D)	2	(D)	6	(D)
Mount Vernon.....	25	826	9,925	130	13	17	5,628	8	3,326
Remainder of County.....	24	(D)	(D)	(D)	(D)	13	(D)	11	(D)
Skamania County.....	7	(D)	(D)	(D)	(D)	2	(D)	5	(D)
Snohomish County.....	130	3,393	72,887	823	79	83	25,766	47	18,125
Everett.....	23	1,992	42,651	489	43	56	21,296	17	11,049
Remainder of County.....	37	1,401	30,236	334	36	27	4,470	30	7,076
Spokane County.....	5,3	25,253	509,528	5,461	270	354	253,319	149	146,432
Spokane.....	446	24,426	499,510	5,619	227	325	246,728	121	137,221
Remainder of County.....	7	1,025	20,014	242	43	29	6,591	28	9,211
Stevens County.....	23	69	1,491	26	20	3	277	20	2,810
Thurston County.....	60	1,314	27,029	318	34	40	8,876	20	7,494
Olympia.....	48	1,193	24,612	278	26	31	7,551	17	7,070
Remainder of County.....	12	121	2,417	40	8	9	1,325	3	424
Wahkiakum County.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Walla Walla County.....	90	2,425	44,066	606	39	42	39,000	48	17,894
Walla Walla.....	60	2,110	39,071	513	29	33	35,968	27	6,626
Remainder of County.....	30	315	4,995	93	10	9	3,032	21	11,270
Whatcom County.....	99	3,186	67,745	741	69	62	23,932	37	17,360
Bellingham.....	74	2,935	65,482	665	52	53	23,175	21	13,125
Remainder of County.....	25	251	4,263	76	17	9	797	16	4,235
Whitman County.....	88	1,276	23,192	332	49	24	12,628	64	15,764
Pullman.....	12	294	3,118	52	6	3	1,025	7	2,750
Remainder of County.....	76	1,042	20,073	280	39	19	11,603	57	13,034
Yakima County.....	286	12,364	241,305	4,042	186	135	62,574	151	110,501
Toppenish.....	14	159	3,141	74	14	7	763	7	7,105
Yakima.....	157	7,382	139,319	2,206	86	89	52,317	68	62,902
Remainder of County.....	115	4,823	98,845	1,762	86	39	9,494	76	40,494

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WASHINGTON (39 COUNTIES)



STANDARD METROPOLITAN AREAS

- CODE
 112 PORTLAND, OREGON
 135 SEATTLE
 140 SPOKANE
 148 TACOMA

LEGEND

- PLACES OF 25,000 TO 100,000 (1950)
- ★ PLACES OF 100,000 AND OVER (1950)
- ▨ STANDARD METROPOLITAN AREAS

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Trade Bulletins

This series assembles data for a particular trade or group of related trades. The data for the most part are assembled from the Area and Subject Bulletins. The trades covered in a specified trade bulletin are not limited to those in a specific industry division such as Wholesale Trade but may include trades in any of the industry divisions covered by the 1954 Census of Business or the 1954 Census of Manufactures.

CENSUS VOLUMES

Following the issuance of the final Census Area and Subject Bulletins, these bulletins will be combined and issued as 1954 Census volumes. Separate volumes for area statistics and for subject statistics will be issued for each trade segment (Wholesale, Retail, and Selected Service Trades).

ORDER BLANK

REQUESTS FOR ANNOUNCEMENTS OF 1954 CENSUS OF BUSINESS BULLETINS AND VOLUMES

To receive announcements concerning forthcoming 1954 Census of Business publications, complete this sheet, detach and mail to **Bureau of the Census, Washington 25, D. C.**

(Check appropriate boxes to show the series for which announcements are desired)

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<input type="checkbox"/> Subject Bulletins
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<input type="checkbox"/> Census Volumes | Wholesale Trade
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<input type="checkbox"/> Census Volumes

<input type="checkbox"/> Public Merchandise Warehouses
<input type="checkbox"/> 1954 Census of Business—Puerto Rico | Selected Service Trades
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ORDERS FOR ADDITIONAL COPIES OF PRELIMINARY REPORTS OF 1954 CENSUS OF BUSINESS RESULTS

Three separate *preliminary* series of reports—for retail trade, for wholesale trade, and for selected service trades—are being issued. Each of these three preliminary series consists of a United States report and a report for each State. Orders for copies of preliminary reports should be sent to the Bureau of the Census, Washington 25, D. C. Payment must be included with your order. Make checks or money orders payable to Census, Department of Commerce. Government Printing Office coupons or authorizations to charge the amount to your account with the Superintendent of Documents will also be acceptable. In the last instance, please report your account number. **The cost of each report is 10 cents.**

Please indicate number of copies and the name of each State for which reports are requested:

RETAIL TRADE		WHOLESALE TRADE		SELECTED SERVICE TRADES	
No.	States requested	No.	States requested	No.	States requested
All Retail Trade reports. Price \$4.00		All Wholesale Trade reports. Price \$4.00		All Selected Service reports. Price \$4.00	

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DEPARTMENT OF COMMERCE

BUREAU OF THE CENSUS
WASHINGTON 25, D. C.

OFFICIAL BUSINESS

PENALTY FOR PRIVATE USE TO AVOID
PAYMENT OF POSTAGE, \$300

1954 Census of Business

WHOLESALE TRADE

January 1956

Series: PW-1-48

WEST VIRGINIA

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides preliminary findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

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

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



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

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

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

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

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

EXPLANATION OF TERMS

Establishments

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

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

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

Sales

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

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

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

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

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

Active proprietors of unincorporated businesses

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

Establishments, Sales, Payroll, and Personnel

County and city	Total				Merchant wholesalers		Other operating types		
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November	Establishments	Sales	Establishments	Sales
			Payroll (Dollars)	Employees (Number)					
(Number)	(\$1,000)	(Dollars)	(Number)	(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)	
West Virginia, total.....1954..	1,824	67,411	1,358,291	17,891	848	1,341	550,524	487	1516,294
.....1948..	1,638	54,917	1,050,657	17,162	736	1,151	564,468		496,185
Barbour County.....	12	(D)	(D)	(D)	(D)	10	(D)	2	(D)
Berkeley County.....	35	388	8,175	187	27	26	6,734	9	2,925
Martinsburg.....	27	(D)	(D)	(D)	(D)	20	(D)	7	(D)
Remainder of County.....	8	(D)	(D)	(D)	(D)	6	(D)	2	(D)
Boone County.....	8	(D)	(D)	(D)	(D)	6	(D)	2	(D)
Bracon County.....	13	135	2,708	51	8	8	1,361	5	2,765
Brooke County.....	16	(D)	(D)	(D)	(D)	14	(D)	2	(D)
Weirton (part).....	7	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Wellsville.....	7	(D)	(D)	(D)	(D)	7	(D)	...	...
Remainder of County.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Cabell County.....	245	11,009	225,846	2,767	115	181	86,834	64	102,251
Huntington (part).....	239	(D)	(D)	(D)	(D)	176	(D)	63	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	5	(D)	1	(D)
Calhoun County.....	...	...	...	...	...	...	...	...	...
Clay County.....	...	...	...	...	...	...	...	...	...
Dodridge County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Fayette County.....	26	1,077	27,166	313	11	20	2,362	6	13,330
Giles County.....	1	(D)	(D)	(D)	(D)	1	(D)	...	...
Grant County.....	15	172	3,412	80	9	9	3,920	6	1,778
Greenbrier County.....	29	524	12,630	201	19	23	4,109	6	4,460
Hampshire County.....	8	(D)	(D)	(D)	(D)	6	(D)	2	(D)
Hancock County.....	16	(D)	(D)	(D)	(D)	14	(D)	2	(D)
Weirton (part).....	12	(D)	(D)	(D)	(D)	11	(D)	1	(D)
Remainder of County.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Hardy County.....	7	97	1,204	42	5	4	3,210	3	3,893
Harrison County.....	131	4,721	97,729	1,267	46	90	37,284	41	40,438
Clarksburg.....	111	4,002	83,310	1,063	37	77	32,314	34	35,411
Remainder of County.....	20	719	14,419	204	9	13	4,974	7	5,027
Jackson County.....	12	86	1,419	42	3	7	1,598	5	760
Jefferson County.....	12	223	4,750	94	6	5	545	7	5,088
Kanawha County.....	320	18,446	372,660	4,267	95	243	137,798	77	79,800
Charleston.....	271	16,803	335,554	3,844	73	209	129,589	62	69,523
Dunbar.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
St. Albans.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
South Charleston.....	11	277	5,284	65	3	7	932	4	1,795
Remainder of County.....	29	1,302	29,958	332	13	21	6,586	8	7,640
Lewis County.....	16	359	61,352	135	11	11	3,873	5	2,968
Weston.....	13	(D)	(D)	(D)	(D)	9	(D)	4	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Lincoln County.....	1	(D)	(D)	(D)	(D)	1	(D)	...	...
Logan County.....	38	1,835	36,150	472	16	25	13,698	11	6,717
Logan.....	18	1,036	20,058	271	6	13	2,168	3	3,237
Remainder of County.....	18	796	16,095	201	10	12	4,533	6	3,500
McDowell County.....	30	779	15,557	231	13	24	8,175	6	3,334
Welch.....	12	(D)	(D)	(D)	(D)	11	(D)	1	(D)
Remainder of County.....	18	(D)	(D)	(D)	(D)	13	(D)	5	(D)
Marion County.....	60	1,416	29,391	481	36	47	14,703	13	8,192
Fairmont.....	48	(D)	(D)	(D)	(D)	36	(D)	12	(D)
Remainder of County.....	12	(D)	(D)	(D)	(D)	11	(D)	1	(D)
Marshall County.....	15	187	3,212	81	10	9	2,340	6	3,545
Moundsville.....	12	(D)	(D)	(D)	(D)	8	(D)	4	(D)
Remainder of County.....	3	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Mason County.....	9	120	2,170	50	6	5	933	4	2,335
Mercer County.....	113	4,694	89,507	1,207	48	69	43,277	34	36,399
Bluefield.....	79	(D)	(D)	(D)	(D)	46	(D)	33	(D)
Frimont.....	15	(D)	(D)	(D)	(D)	14	(D)	1	(D)
Remainder of County.....	9	163	3,391	55	6	9	2,192	...	...
Mineral County.....	16	(D)	(D)	(D)	(D)	14	(D)	2	(D)
Keyser.....	9	(D)	(D)	(D)	(D)	8	(D)	1	(D)
Remainder of County.....	7	(D)	(D)	(D)	(D)	6	(D)	1	(D)
Mingo County.....	36	1,457	31,250	359	13	28	13,311	8	4,246
Williamson.....	24	(D)	(D)	(D)	(D)	18	(D)	6	(D)
Remainder of County.....	12	(D)	(D)	(D)	(D)	10	(D)	2	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXX Not applicable. (Z) Less than \$500. ... Represents zero.

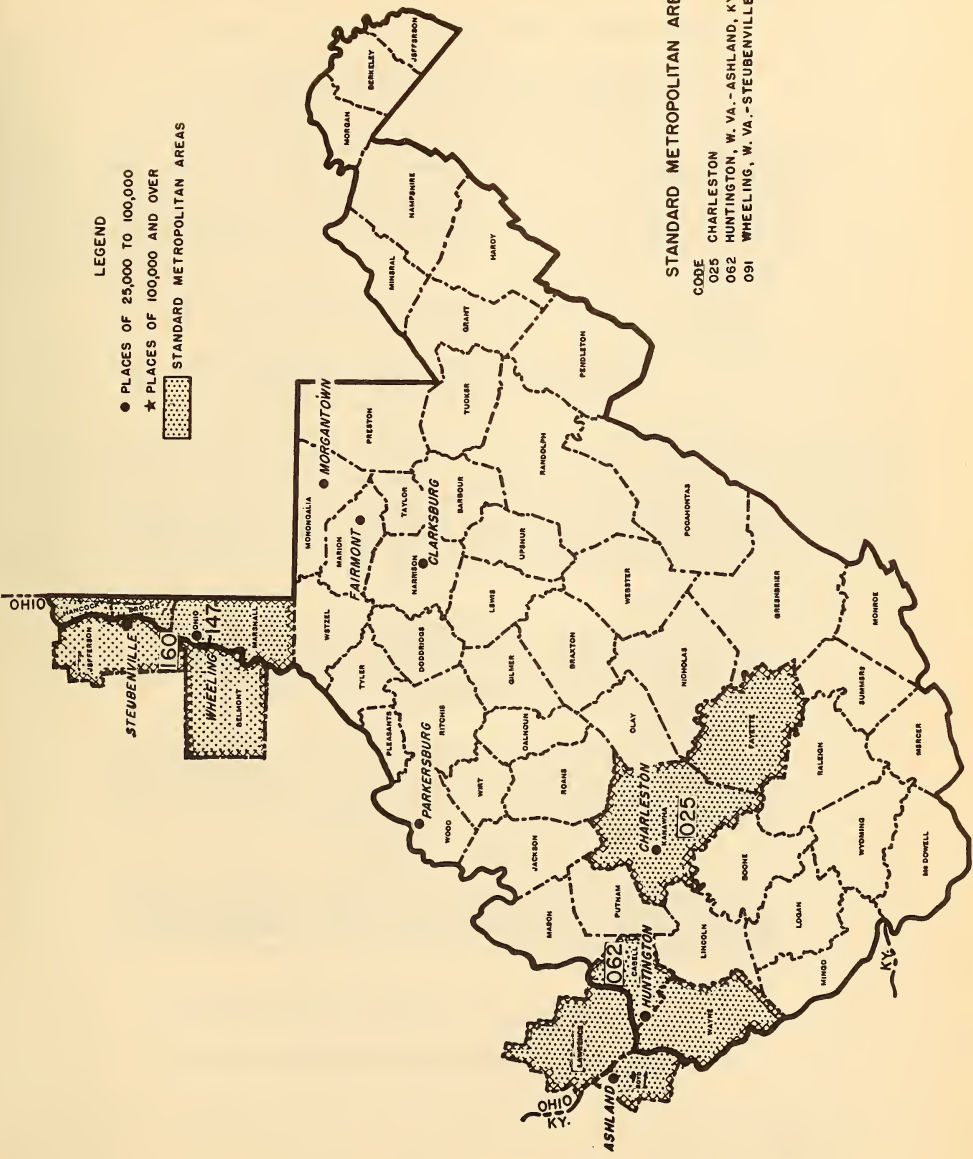
*Not comparable with information in 1948 and previous wholesale Census publications due to differences in reporting sales offices of steel companies. *Weirton is in Brooke and Hancock counties. *Huntington is in Cabell and Wayne counties.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid ¹ employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Monrovia.....	61	11150	231879	354	32	46	10848	15	11150
Morgantown.....	53	996	19416	306	30	42	10612	11	6574
Remainder of County.....	3	154	4463	48	2	4	236	4	4582
Monroe County.....	(D)	(D)	(D)	(D)	(D)	1	(D)	2	(D)
Morgan County.....	8	77	1475	30	2	5	573	3	1245
Nicholas County.....	8	(D)	(D)	(D)	(D)	6	(D)	2	(D)
Richwood.....	3	(D)	(D)	(D)	(D)	2	(D)	1	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Ohio County.....	145	8131	152021	2042	70	141	71746	44	531958
Wheeling.....	180	(D)	(D)	(D)	(D)	139	(D)	41	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	2	(D)	3	(D)
Pendleton County.....	8	71	1446	56	6	4	1802	4	1694
Pleasants County.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)
Pocahontas County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Preston County.....	14	183	3470	92	9	11	2653	3	2109
Pitman County.....	5	20	551	10	7	5	543	***	***
Raleigh County.....	76	2552	55335	769	40	61	21863	15	16590
Beckley.....	52	1564	31090	455	26	41	12339	11	8130
Remainder of County.....	24	988	24245	314	14	20	8924	4	8464
Randolph County.....	32	557	10882	198	21	21	5707	11	4351
Elkins.....	29	536	10443	192	19	21	5707	8	3031
Remainder of County.....	3	21	(2)	6	2	***	***	3	1130
Ritchie County.....	11	125	2194	65	9	7	1915	4	789
Roane County.....	13	152	3050	69	6	9	1902	4	2308
Summers County.....	10	124	2752	57	8	7	677	3	1966
Hinton.....	6	98	1989	42	4	3	393	3	1966
Remainder of County.....	4	763	15	15	4	4	284	***	***
Taylor County.....	6	(D)	(D)	(D)	(D)	5	(D)	1	(D)
Grafton.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Remainder of County.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***
Tucker County.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Tyler County.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)
Upshur County.....	14	263	5239	110	7	11	2627	3	1064
Buckhannon.....	9	(D)	(D)	(D)	(D)	8	(D)	1	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)
Wayne County.....	9	436	8622	107	2	6	1915	3	9367
Huntington (part) ²	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Remainder of County.....	7	(D)	(D)	(D)	(D)	5	(D)	2	(D)
Webster County.....	4	(D)	(D)	(D)	(D)	3	(D)	1	(D)
Wetzel County.....	15	114	2109	48	12	9	1759	6	750
Virt County.....	***	***	***	***	***	***	***	***	***
Wood County.....	69	4104	79416	1078	33	68	20781	21	16027
Parisburg.....	76	(D)	(D)	(D)	(D)	59	(D)	19	(D)
Vienna.....	1	(D)	(D)	(D)	(D)	1	(D)	***	***
Remainder of County.....	10	(D)	(D)	(D)	(D)	8	(D)	2	(D)
Wyoming County.....	5	(D)	(D)	(D)	(D)	3	(D)	2	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.
²Huntington is in Cabell and Wayne counties.

WEST VIRGINIA (55 COUNTIES)



LEGEND

- PLACES OF 25,000 TO 100,000
- ★ PLACES OF 100,000 AND OVER
- ▨ STANDARD METROPOLITAN AREAS

STANDARD METROPOLITAN AREAS

- CODE CHARLESTON
- 025 HUNTINGTON, W. VA. - ASHLAND, KY.
- 062 WHEELING, W. VA. - STEUBENVILLE, OHIO

PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

The 1954 Business Census bulletin series for Wholesale Trade, Retail Trade, and Selected Service Trades will consist of three parts—(1) Area Bulletins, (2) Subject Bulletins, and (3) Trade Bulletins. For retail trade and for hotels and motion picture theaters, a fourth series of bulletins, relating to the Central Business Districts of large metropolitan centers, will also be issued.

Subsequent to the issuance of final bulletins, findings of the 1954 Census will be consolidated and issued as Census volumes. Announcements concerning the bulletin series and the volumes may be obtained by filling out the form on the next page.

THE WHOLESALE TRADE BULLETIN SERIES

Following are brief descriptions of the bulletin series for Wholesale Trade.

Area Bulletins

A separate bulletin for each State, the District of Columbia, Alaska, and Hawaii showing data at the State level classified by type of operation and kind of business of the establishments, on number of establishments, sales for the year, payroll for the year, payroll and number of employees for the workweek ended nearest November 15, 1954, number of proprietors, operating expenses, and inventories. Data are also provided for each standard metropolitan area, for each large county, and for each city of 5,000 or more inhabitants.

Subject Bulletins

This series provides data on a variety of topics including sales size of wholesale establishments; credit sales and accounts receivable; class of customer; warehouse space; sales by commodity or product lines; and statistics for petroleum bulk plants and terminals. The data in the subject series are shown for the United States as a whole and, to a lesser extent, for geographic divisions, standard metropolitan areas, and States.

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CENSUS VOLUMES

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REQUESTS FOR ANNOUNCEMENTS OF 1954 CENSUS OF BUSINESS BULLETINS AND VOLUMES

To receive announcements concerning forthcoming 1954 Census of Business publications, complete this sheet, detach and mail to **Bureau of the Census, Washington 25, D. C.**

(Check appropriate boxes to show the series for which announcements are desired)

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|---|--|--|
| <p style="text-align: center;">Retail Trade</p> <input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Central Business District Bulletins
<input type="checkbox"/> Census Volumes | <p style="text-align: center;">Wholesale Trade</p> <input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Census Volumes

<input type="checkbox"/> Public Merchandise Warehouses
<input type="checkbox"/> 1954 Census of Business—Puerto Rico | <p style="text-align: center;">Selected Service Trades</p> <input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Census Volumes |
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Please indicate number of copies and the name of each State for which reports are requested:

RETAIL TRADE		WHOLESALE TRADE		SELECTED SERVICE TRADES	
No.	States requested	No.	States requested	No.	States requested
All Retail Trade reports. Price \$4.00		All Wholesale Trade reports. Price \$4.00		All Selected Service reports. Price \$4.00	

Total number of copies ordered: -----
(Number)

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DEPARTMENT OF COMMERCE

BUREAU OF THE CENSUS

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1954 Census of Business WHOLESALE TRADE

February 1956

Series: PW-1-49

WISCONSIN

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

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

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



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

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

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paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

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

EXPLANATION OF TERMS

Establishments

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

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

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

Sales

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

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

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

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

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

Active proprietors of unincorporated businesses

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

PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES, CITIES OF 5,000 INHABITANTS OR MORE

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, work week ended nearest Nov. 15		Active proprietors of unincorporated business, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Wisconsin, total.....1954-1948..	5,604 4,596	195,771 131,967	3,897,162 2,509,303	47,168 39,919	2,996 2,461	1,604,826 1,369,787	2,319 2,088	1,949,125 1,352,480	
Adams County.....	7	(D)	(D)	(D)	(D)	2	(D)	5	(D)
Ashland County.....	33	598	11462	140	14	16	7280	17	4036
Ashland.....	26	557	10677	127	10	13	6255	13	3696
Remainder of County.....	7	41	785	13	4	3	725	4	382
Barron County.....	68	975	18618	300	43	33	8795	35	15289
Rice Lake.....	28	359	7593	119	19	20	6161	8	21073
Remainder of County.....	40	616	11025	181	24	13	2134	27	13176
Bayfield County.....	11	60	1107	21	10	3	367	8	824
Brown County.....	222	9250	191017	2174	107	152	90311	70	98437
De Pere.....	6	(D)	(D)	(D)	(D)	4	(D)	2	(D)
Green Bay.....	185	8494	179293	1497	91	135	81907	50	86489
Remainder of County.....	31	(D)	(D)	(D)	(D)	13	(D)	18	(D)
Buffalo County.....	17	117	2653	41	11	5	358	12	2824
Burnett County.....	15	(D)	(D)	(D)	(D)	6	(D)	9	(D)
Calumet County.....	24	370	9135	142	15	8	1715	16	5169
Chippewa County.....	52	548	11922	200	28	25	7253	27	4749
Chippewa Falls.....	20	207	4839	71	9	13	1774	7	1451
Eau Claire (part).....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Remainder of County.....	31	(D)	(D)	(D)	(D)	12	(D)	19	(D)
Clark County.....	60	635	12368	194	33	20	16886	40	7851
Columbia County.....	55	1095	20350	392	31	28	13242	27	7259
Portage.....	23	836	14834	288	12	17	11914	6	16510
Remainder of County.....	32	259	5516	104	19	11	1328	21	5649
Crawford County.....	23	203	3995	53	15	10	2198	13	3225
Paoli.....	14	(D)	(D)	(D)	(D)	9	(D)	5	(D)
Remainder of County.....	9	(D)	(D)	(D)	(D)	1	(D)	8	(D)
Dane County.....	308	12967	266361	3073	140	188	109361	120	86588
Madison.....	227	11207	231272	2167	82	162	101419	65	66593
Remainder of County.....	81	1760	35089	456	58	26	7942	55	19495
Dodge County.....	64	1127	25186	321	47	27	5499	37	16046
Watson (part).....	1	(D)	(D)	(D)	(D)	1	(D)	***	(D)
Waupun (part).....	1	(D)	(D)	(D)	(D)	1	(D)	***	(D)
Remainder of County.....	62	(D)	(D)	(D)	(D)	25	(D)	37	(D)
Door County.....	21	244	5043	73	13	9	2165	12	2803
Sturgeon Bay.....	14	(D)	(D)	(D)	(D)	8	(D)	6	(D)
Remainder of County.....	7	(D)	(D)	(D)	(D)	1	(D)	6	(D)
Douglas County.....	67	2144	60615	726	37	51	9795	16	5278
Superior.....	55	(D)	(D)	(D)	(D)	46	(D)	9	(D)
Remainder of County.....	12	(D)	(D)	(D)	(D)	5	(D)	7	(D)
Dunn County.....	30	269	51568	94	23	8	7732	22	31222
Menomonie.....	18	(D)	(D)	(D)	(D)	7	(D)	11	(D)
Remainder of County.....	12	(D)	(D)	(D)	(D)	1	(D)	11	(D)
Eau Claire County.....	102	4101	77475	1081	32	71	40599	31	37036
Eau Claire (part).....	90	(D)	(D)	(D)	(D)	66	(D)	24	(D)
Remainder of County.....	12	(D)	(D)	(D)	(D)	5	(D)	7	(D)
Florence County.....	1	(D)	(D)	(D)	(D)	***	***	1	(D)
Fond du Lac County.....	115	3296	66953	816	56	65	30901	50	19520
Fond Du Lac.....	73	2788	59765	650	28	52	29739	21	10461
Ripon.....	11	177	3710	49	3	3	195	8	3221
Waupun (part).....	5	(D)	(D)	(D)	(D)	2	(D)	3	(D)
Remainder of County.....	26	(D)	(D)	(D)	(D)	8	(D)	18	(D)
Forest County.....	11	42	887	15	8	5	306	6	1021
Grant County.....	75	635	11212	198	48	21	5327	54	20829
Platteville.....	11	(D)	(D)	(D)	(D)	3	(D)	8	(D)
Remainder of County.....	64	(D)	(D)	(D)	(D)	18	(D)	46	(D)
Green County.....	67	1640	32776	643	39	25	15513	42	21884
Monroe.....	39	1495	29784	580	23	18	12570	21	18664
Remainder of County.....	28	145	2492	63	16	7	2943	21	3220
Green Lake County.....	22	182	3587	54	11	9	964	13	5072
Iowa County.....	32	170	3288	53	21	8	1684	24	6444
Iron County.....	11	148	2817	45	9	7	1981	4	953
Jackson County.....	25	216	3859	78	20	8	1471	17	4458
Jefferson County.....	67	1158	23341	369	46	35	8906	32	7915
Fort Atkinson.....	12	250	6446	69	7	8	1963	4	766
Watertown (part).....	29	612	12424	205	18	18	5770	11	2750
Remainder of County.....	26	296	5971	95	21	9	1193	17	4208
Juneau County.....	41	247	5148	100	30	11	1723	27	5742

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

¹Eau Claire is in Chippewa and Eau Claire counties. ²Watertown is in Dodge and Jefferson counties. ³Waupun is in Dodge and Fond du Lac counties.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Kenosha County.....	72	2,022	39,114	504	52	51	15,933	21	15,793
Kenosha.....	59	1,698	36,733	446	38	16	15,594	13	13,720
Remainder of County.....	13	127	2,381	58	14	5	339	8	2,073
Kewaunee County.....	18	102	1,859	39	12	6	358	12	1,947
La Crosse County.....	126	4,386	82,821	11,077	60	89	40,162	37	18,957
La Crosse.....	109	4,114	76,884	10,344	48	67	38,776	15	15,527
Remainder of County.....	17	272	5,937	73	12	7	1,687	10	3,430
Lafayette County.....	42	254	4,954	93	26	5	1,493	37	7,491
Langlade County.....	42	878	18,339	297	26	28	6,029	14	6,623
Antigo.....	34	783	16,540	268	22	24	5,742	14	5,858
Remainder of County.....	8	95	1,795	29	4	4	287	4	768
Lincoln County.....	27	350	6,907	113	11	11	1,608	16	3,025
Merrill.....	14	239	4,871	79	6	7	1,141	7	1,694
Remainder of County.....	13	111	2,036	34	5	4	467	9	1,331
Manitowoc County.....	90	2,218	43,783	690	43	56	17,673	34	13,628
Manitowoc.....	56	1,849	29,057	448	27	45	15,740	11	3,217
Two Rivers.....	11	80	1,509	27	4	7	1,208	4	797
Remainder of County.....	23	589	13,137	215	10	4	725	19	9,610
Marathon County.....	102	3,052	63,739	808	57	60	23,795	42	12,257
Waunus.....	67	2,580	54,698	649	31	48	21,861	19	6,056
Remainder of County.....	35	472	9,041	159	26	12	1,934	23	6,201
Marquette County.....	62	570	11,847	193	46	38	5,582	28	9,406
Marquette.....	58	436	8,576	145	25	29	4,884	9	1,888
Remainder of County.....	4	134	3,271	48	21	9	938	15	7,518
Marquette County.....	6	(D)	(D)	(D)	(D)	1	(D)	5	(D)
Milwaukee County.....	1,710	103,155	2,062,574	22,613	750	1,139	702,835	511	1,137,922
Douglas.....	8	99	1,808	20	22	8	1,198	44	444
Milwaukee.....	1,658	93,883	1,874,390	20,613	687	1,089	664,600	466	1,097,020
Shorewood.....	9	315	5,822	58	4	4	731	5	11,120
South Milwaukee.....	11	(D)	(D)	(D)	(D)	9	(D)	2	(D)
Wauwatosa.....	39	1,946	25,227	225	22	25	9,479	10	7,456
West Allis.....	33	1,370	31,402	322	16	28	9,953	5	3,429
West Milwaukee.....	13	(D)	(D)	(D)	(D)	10	(D)	3	(D)
Witchell Bay.....	13	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Remainder of County.....	29	1,172	26,503	375	13	6	4,109	9	6,783
Monroe County.....	55	693	13,653	196	39	30	5,807	25	5,567
Sparta.....	19	300	5,592	73	14	11	1,751	8	2,535
Remainder of County.....	36	393	8,061	123	25	19	4,056	17	3,032
Oconto County.....	25	211	3,838	66	20	11	4,362	14	2,059
Oconto.....	16	(D)	(D)	(D)	(D)	6	(D)	3	(D)
Remainder of County.....	9	(D)	(D)	(D)	(D)	5	(D)	11	(D)
Oneida County.....	27	485	9,242	134	26	23	6,995	14	2,850
Brittlander.....	26	440	8,577	120	15	19	5,933	7	1,361
Remainder of County.....	11	45	865	14	11	4	557	7	1,475
Outagamie County.....	120	4,797	87,530	1,118	55	80	37,937	40	17,869
Appleton.....	86	4,042	71,811	926	31	68	36,244	18	6,450
Neenah.....	8	366	7,602	74	6	3	324	5	7,359
Remainder of County.....	26	389	8,117	118	18	9	1,369	17	4,060
Ozaukee County.....	30	303	6,419	92	20	20	2,535	10	2,137
Pepin County.....	15	146	3,383	55	14	4	757	11	1,375
Pierce County.....	35	422	7,866	129	24	10	2,824	25	3,416
Folk County.....	39	429	8,082	127	31	13	2,588	26	7,617
Portage County.....	58	1,365	26,226	373	35	38	15,804	20	4,857
Stevens Point.....	48	1,254	24,246	324	32	32	14,996	12	3,998
Remainder of County.....	14	111	2,000	51	12	6	808	8	859
Price County.....	20	149	2,974	36	14	8	2,993	12	1,888
Racine County.....	141	4,734	96,549	1,097	83	93	28,540	48	33,796
Racine.....	107	4,136	82,418	933	52	77	24,649	39	26,556
Remainder of County.....	34	598	14,131	164	31	16	3,891	18	7,160
Richland County.....	27	442	8,540	119	14	11	2,565	16	10,795
Rock County.....	132	2,546	53,367	695	80	76	20,761	56	46,884
Belleville.....	38	763	14,601	199	20	20	7,256	10	3,137
Janesville.....	56	1,122	26,251	273	28	37	10,231	19	5,879
Remainder of County.....	43	661	12,515	223	32	16	2,274	27	37,893
Rusk County.....	14	274	4,266	57	10	3	1,076	11	1,733
St. Croix County.....	40	1,680	24,179	440	25	10	2,342	30	21,382
Sauk County.....	56	714	13,406	239	37	18	4,812	38	11,757
Baraboo.....	19	266	4,392	73	9	8	2,416	11	3,232
Remainder of County.....	37	448	9,014	166	28	10	2,446	27	8,523
Sawyer County.....	11	23	549	10	11	4	350	7	836

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Shawano County.....	35	291	5,602	94	25	12	1,668	23	3,953
Shaviano.....	16	136	2,690	40	14	9	1,269	7	1,429
Remainder of County.....	19	155	2,912	54	11	3	399	16	2,524
Sheboygan County.....	126	3,286	66,358	868	63	86	36,546	40	44,023
Sheboygan.....	84	2,677	53,123	654	32	56	31,451	18	7,191
Remainder of County.....	42	609	13,235	204	31	20	5,095	22	36,832
Taylor County.....	23	646	11,508	222	19	10	7,923	13	2,466
Trempealeau County.....	34	203	4,190	82	22	9	1,987	25	5,423
Vernon County.....	32	267	4,994	88	21	9	1,245	23	8,661
Vilas County.....	12	87	1,584	23	8	4	463	8	1,798
Walworth County.....	72	1,022	19,768	257	38	32	7,079	40	16,818
Waunakee.....	9	109	2,021	25	5	3	463	6	1,339
Remainder of County.....	63	913	17,747	232	32	29	6,616	34	15,479
Washburn County.....	16	82	1,823	27	11	4	380	12	1,503
Washington County.....	34	278	5,308	76	26	14	1,812	20	4,014
West Bend.....	12	95	1,940	29	6	6	395	6	1,431
Remainder of County.....	22	183	3,368	47	20	8	1,417	14	2,583
Waushara County.....	105	2,319	48,824	615	74	66	21,220	39	18,044
Waushara.....	14	330	12,479	139	8	10	7,213	4	4,637
Remainder of County.....	34	1,114	19,367	216	24	23	7,470	11	6,541
Waupaca County.....	68	992	21,184	358	51	29	16,982	39	9,214
Waushara County.....	19	100	2,919	36	11	5	164	14	2,305
Winnebago County.....	163	4,471	82,627	1,033	63	115	34,284	48	24,012
Winnebago.....	14	466	7,587	109	2	10	2,132	4	4,877
Remainder of County.....	28	681	13,696	139	14	20	6,183	8	5,080
Wisconsin Rapids.....	103	3,069	55,926	708	40	74	23,322	29	12,536
Remainder of County.....	18	255	5,418	77	7	11	2,597	7	1,519
Wood County.....	67	1,498	28,645	389	36	35	30,580	32	7,852
Wood County.....	32	807	15,013	214	21	21	23,926	11	2,156
Wisconsin Rapids.....	23	(D)	(D)	(D)	(D)	12	(D)	11	(D)
Remainder of County.....	12	(D)	(D)	(D)	(D)	2	(D)	10	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.

WISCONSIN (71 COUNTIES)

STANDARD METROPOLITAN AREAS

CODE

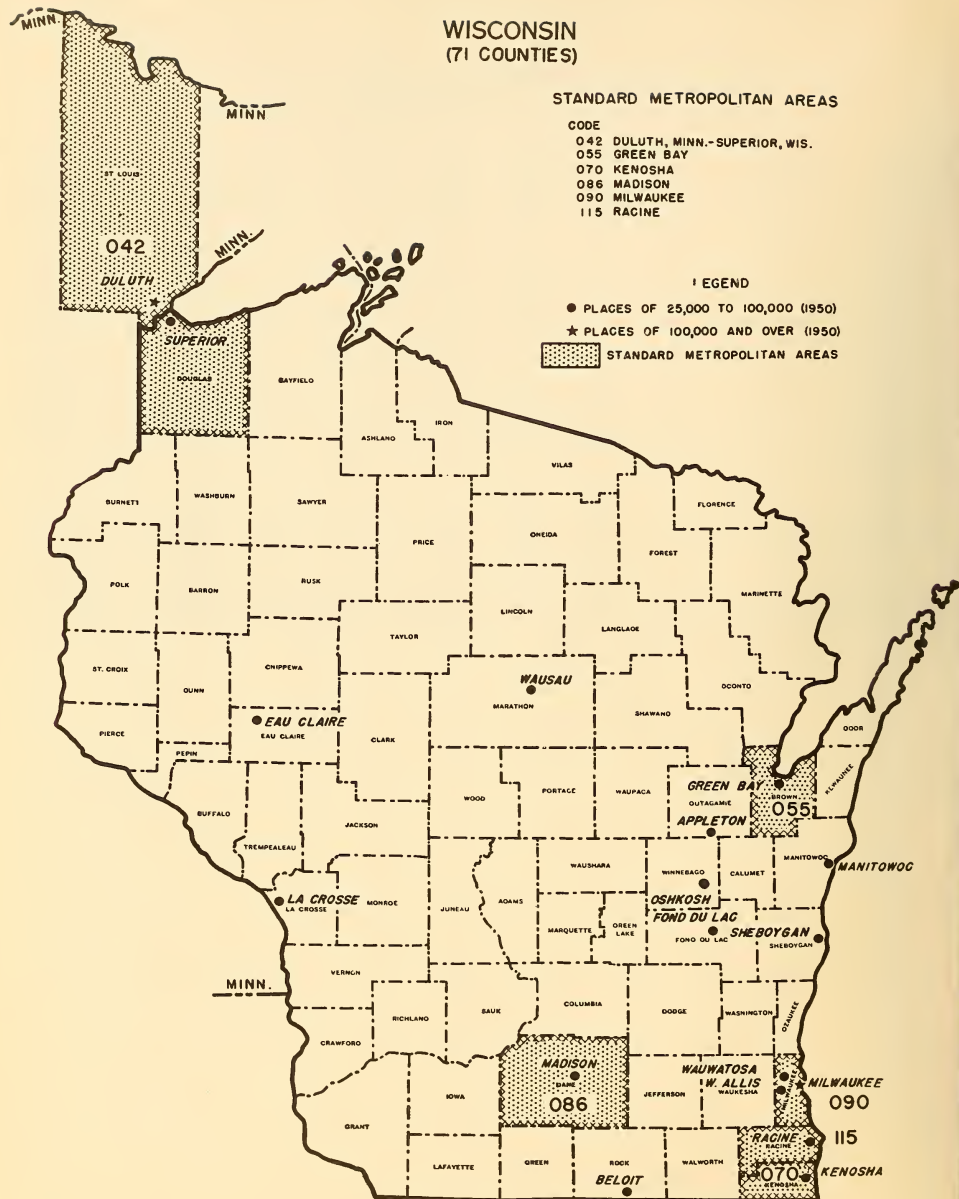
- 042 DULUTH, MINN.-SUPERIOR, WIS.
- 055 GREEN BAY
- 070 KENOSHA
- 086 MADISON
- 090 MILWAUKEE
- 115 RACINE

LEGEND

● PLACES OF 25,000 TO 100,000 (1950)

★ PLACES OF 100,000 AND OVER (1950)

▨ STANDARD METROPOLITAN AREAS



PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

PUBLICATION OF FINAL CENSUS RESULTS

The 1954 Census of Business consists of three major trade segments—Wholesale Trade, Retail Trade, and Selected Service Trades. The final results of the 1954 Census are to be released in the form of separate bulletin series for each of these trade segments. The above bulletin series do not cover Puerto Rico, results for which will be issued separately.

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REQUESTS FOR ANNOUNCEMENTS OF 1954 CENSUS OF BUSINESS BULLETINS AND VOLUMES

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(Check appropriate boxes to show the series for which announcements are desired)

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<input type="checkbox"/> Subject Bulletins
<input type="checkbox"/> Trade Bulletins
<input type="checkbox"/> Central Business District Bulletins
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<input type="checkbox"/> 1954 Census of Business—Puerto Rico | <p style="text-align: center;">Selected Service Trades</p> <input type="checkbox"/> Area Bulletins
<input type="checkbox"/> Subject Bulletins
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|---|--|--|

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Please indicate number of copies and the name of each State for which reports are requested:

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1954 Census of Business

WHOLESALE TRADE

January 1956

Series: PW-1-50

WYOMING

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Sales

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

The sales figures, therefore, represent total sales and receipts of all establishments primarily engaged in wholesale trade including any retail sales made by them. They do not include sales at wholesale accounted for by manufacturing plants, retail stores, and other business establishments whose primary activity is other than wholesale trade.

Payroll entire year

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

Payroll—workweek ended nearest November 15

This item consists of payroll, as defined above, which was paid to persons on the payroll in the pay period ended nearest November 15, 1954. Establishments whose payroll period was other than a week were requested to adjust the figures to a weekly basis.

Paid employees—workweek ended nearest November 15

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

Active proprietors of unincorporated businesses

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

Establishments, Sales, Payroll, and Personnel

County and city	Total				Merchant wholesalers		Other operating types		
	Establishments (Number)	Payroll, entire year (\$1,000)	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November (Number)	Establishments (Number)	Sales (\$1,000)	Establishments (Number)	Sales (\$1,000)
			Payroll (Dollars)	Employees (Number)					
Wyoming, total.....1954..	553	9,212	186,370	2,576	366	276	97,002	277	102,480
.....1948..	411	5,925	145,321	2,576	268	179	80,446	232	67,304
Albany County.....	21	214	4,358	74	19	14	2,917	7	1,956
Lawrence.....	21	214	4,358	74	19	14	2,917	7	1,956
Remainder of County.....	***	***	***	***	***	***	***	***	***
Big Horn County.....	27	260	5,027	68	21	9	1,877	18	2,196
Campbell County.....	9	(D)	(D)	(D)	(D)	2	(D)	7	(D)
Carbon County.....	21	168	3,373	52	21	9	1,984	12	3,539
Rawlins.....	17	167	3,355	51	18	9	1,984	8	3,178
Remainder of County.....	4	1	(Z)	1	3	***	***	4	341
Converse County.....	11	27	570	9	9	5	169	6	830
Crook County.....	5	24	(Z)	7	5	***	***	5	882
Fresno County.....	33	359	7,082	143	27	9	2,114	24	5,687
Goshute County.....	24	277	5,245	96	16	7	697	17	12,614
Hot Springs County.....	8	36	642	10	5	4	1,229	4	549
Johnson County.....	9	30	695	11	7	3	81	6	624
Laramie County.....	73	1,779	32,679	457	47	42	18,986	31	17,120
Cheyenne.....	58	(D)	(D)	(D)	(D)	40	(D)	18	(D)
Remainder of County.....	15	(D)	(D)	(D)	(D)	2	(D)	13	(D)
Lincoln County.....	17	96	2,657	44	13	5	299	12	2,480
Natrona County.....	112	3,604	74,962	813	49	75	37,479	37	23,307
Casper.....	100	3,138	66,423	719	43	69	34,953	31	18,452
Remainder of County.....	12	466	9,539	94	6	6	2,526	6	8,855
Niobrara County.....	13	93	2,200	37	8	5	725	8	4,368
Park County.....	26	298	5,829	80	17	13	5,271	13	4,995
Platte County.....	15	70	1,255	17	10	***	***	15	1,671
Sheridan County.....	37	687	14,337	216	21	23	6,512	14	4,281
Sheridan.....	32	(D)	(D)	(D)	(D)	22	(D)	10	(D)
Remainder of County.....	5	(D)	(D)	(D)	(D)	1	(D)	4	(D)
Sublette County.....	4	(D)	(D)	(D)	(D)	2	(D)	2	(D)
Sweetwater County.....	30	431	7,857	119	19	22	6,395	8	2,601
Rock Springs.....	28	(D)	(D)	(D)	(D)	21	(D)	7	(D)
Remainder of County.....	2	(D)	(D)	(D)	(D)	1	(D)	1	(D)
Teton County.....	8	(D)	(D)	(D)	(D)	2	(D)	6	(D)
Winta County.....	7	(D)	(D)	(D)	(D)	2	(D)	5	(D)
Washakie County.....	25	283	6,022	90	14	10	2,742	15	4,673
Weston County.....	18	263	5,178	68	9	13	6,618	5	1,468
Yellowstone National Park (part) ¹	***	***	***	***	***	***	***	***	***

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than 500. ... Represents zero.

¹Yellowstone National Park is in Idaho, Montana and Wyoming.

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PUBLICATION PLAN FOR THE 1954 CENSUS OF BUSINESS

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DEPARTMENT OF COMMERCE

BUREAU OF THE CENSUS

WASHINGTON 25, D. C.

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1954 Census of Business WHOLESALE TRADE

February 1956

Series: PW-1-51

ALASKA

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1954

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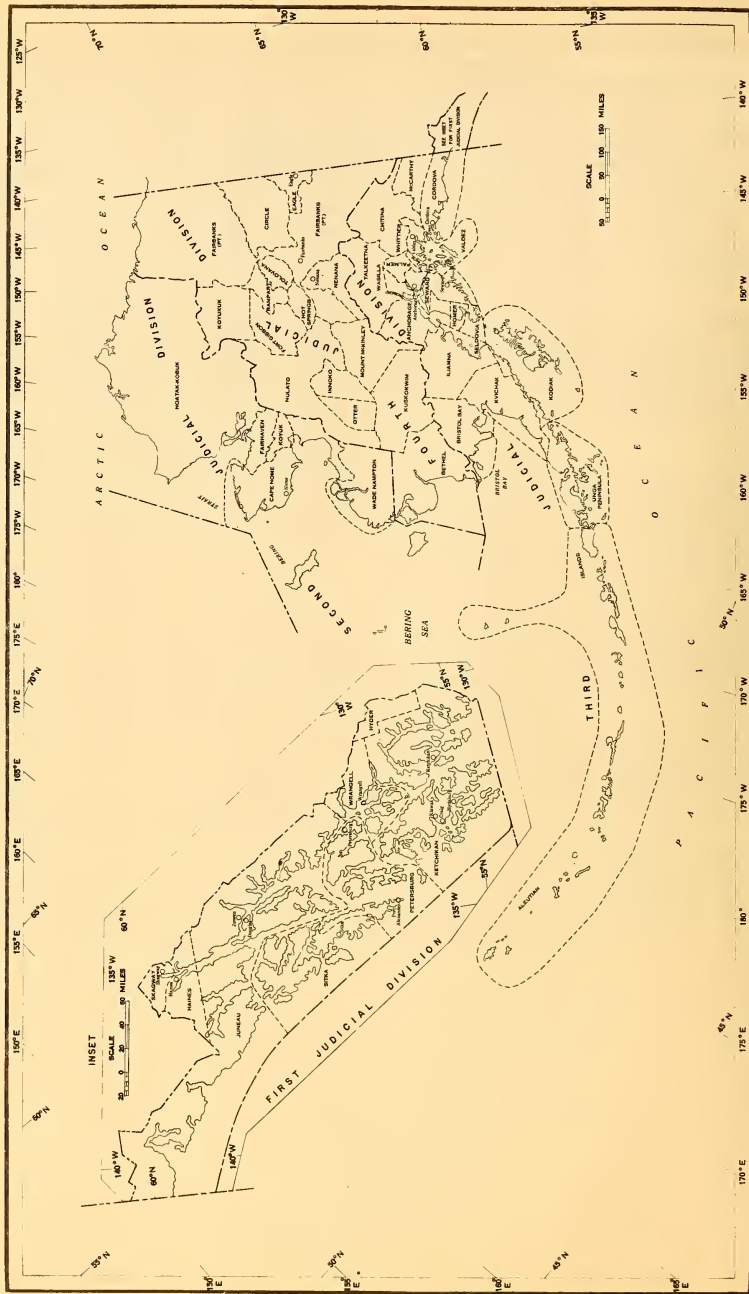
PRELIMINARY 1954 WHOLESALE TRADE REPORT—COUNTIES; CITIES OF 5,000 INHABITANTS OR MORE

3

Establishments, Sales, Payroll, and Personnel

County and city	Total					Merchant wholesalers		Other operating types	
	Establishments	Payroll, entire year	Payroll and paid employees, workweek ended nearest Nov. 15		Active proprietors of unincorporated businesses, November	Establishments	Sales	Establishments	Sales
			Payroll	Employees						(Number)	(Number)
	(Number)	(\$1,000)	(Dollars)	(Number)	(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)
Alaska, total.....1954..	184	6,274	128,583	981	83	100	41,410	84	5,311
.....1948..	95	1,347	25,360	432	59	21	7,600	74	22,185
First Judicial Division.....	60	1,163	28,769	225	35	21	5,699	39	15,539
Juneau.....	9	196	4,047	58	3	6	1,686	3	4,206
Ketchikan.....	15	475	9,443	76	6	8	2,617	7	3,138
Remainder of Division.....	36	492	15,279	91	26	7	1,396	29	8,195
Second Judicial Division.....	5	(D)	(D)	(D)	(D)	2	(D)	3	(D)
Third Judicial Division.....	84	3,970	77,372	595	30	51	26,112	33	30,202
Anchorage.....	53	2,654	49,506	381	12	39	22,340	14	18,165
Remainder of Division.....	31	1,316	27,866	214	18	12	3,772	19	12,037
Fourth Judicial Division.....	35	(D)	(D)	(D)	(D)	26	(D)	9	(D)
Fairbanks.....	24	(D)	(D)	(D)	(D)	23	(D)	1	(D)
Remainder of Division.....	11	(D)	(D)	(D)	(D)	3	(D)	8	(D)

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. n.e.c. Not elsewhere classified. XXXX Not applicable. (Z) Less than \$500. ... Represents zero.



1954 Census of Business

WHOLESALE TRADE

April 1956

Series: FW-1-52

HAWAII

The 1954 Census of Business, along with the 1954 Censuses of Manufactures and Mineral Industries, was authorized by law under Title 13, United States Code, section 131. These 1954 Censuses cover businesses operated in the continental United States, Alaska, and Hawaii. Separate Censuses of Business and Manufactures for 1954 were also conducted in Puerto Rico.

This report provides *preliminary* findings for that portion of the 1954 Census of Business which relates to wholesale trade. The preliminary figures are subject to revision in subsequent publications of the 1954 Census of Business. The description of these publications and forms for requesting announcements as well as ordering copies of the various preliminary reports are provided at the end of this report.

KINDS OF WHOLESALE BUSINESS COVERED

This report covers all establishments classified as primarily engaged in wholesale trade as defined in the *Standard Industrial Classification Manual*, Volume II, Nonmanufacturing Industries, 1949 edition, as amended by the Bureau of the Budget.

Wholesale trade as defined in the *Standard Industrial Classification Manual*, and as covered in the 1954 Census, includes establishments or places of business primarily engaged in selling merchandise directly to retailers; to industrial, commercial, institutional or professional users; or to other wholesalers; or acting as agents in buying merchandise for, or selling merchandise to such persons or companies.

Wholesale trade is divided, in the *Standard Industrial Classification Manual*, referred to above, into two parts: Merchant Wholesalers, and Wholesale Trade other than Merchant Wholesalers. "Merchant wholesalers" includes establishments usually known as wholesalers, merchant wholesalers or jobbers primarily engaged in buying, taking title to and, when customary, physically storing and handling the goods sold. Also included in this group are industrial goods distributors, foreign trade merchants, cash-and-carry

wholesalers, drop shippers and wagon (truck) distributors. "Wholesale trade other than merchant wholesalers" includes four general types of establishments: Sales branches and sales offices of manufacturing and mining companies; petroleum bulk plants and terminals; merchandise agents and brokers; and assemblers of farm products.

Data on number of establishments and sales are presented separately in the accompanying table for each of the two major types of operation. A more complete description of terms will appear in final wholesale census publications.

METHOD OF ENUMERATION

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

COMPARISON OF 1948 AND 1954 CENSUSES

The latest Census of Wholesale Trade, prior to 1954, covered operations during the year 1948. The two Censuses differ in certain respects, thereby affecting to some extent comparability of data. An important difference is the exclusion from the 1954 Census of establishments which had no



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

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

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

paid employees; this class of establishments was included in the 1948 Census, in which year it accounted for some 37,000 establishments and sales of about \$4.6 billion. Also excluded from the 1954 Census although covered in the 1948 Census are milk bottling plants which the Bureau of the Budget has agreed should be classified in the manufacturing industries. In addition some changes in classification within Wholesale Trade have been made since the 1948 Census.

Data for 1948 shown in this report have been adjusted insofar as possible to correspond to the basis used for the 1954 Census. As a result, the 1948 data shown in this and in other 1954 Census of Business publications, differ from those in the previously published 1948 Census tabulations. Comparability of the 1954 Census with previous Censuses, and classification changes made in the 1954 Census will be described more fully in subsequent Census publications.

CENSUS DISCLOSURE RULES

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

EXPLANATION OF TERMS

Establishments

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

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

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

19547

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(Number)	(\$1,000)	(Dollars)	(Number)	(Number)	(Number)	(\$1,000)	(Number)	(\$1,000)	
Hawaii, total.....1954..	590	36,763	764,879	9,650	335	441	285,621	149	247,611
.....1948..	577	27,529	531,281	8,126	353	441	241,314	136	219,782
Hawaii County.....	67	2,147	42,159	690	33	50	26,670	17	84502
Hilo.....	45	1,905	40,166	584	19	39	20,859	6	64001
Remainder of County.....	22	242	4193	106	14	11	5811	11	21541
Honolulu County.....	470	32,682	681,392	8,310	273	352	238,707	118	230,257
Honolulu.....	454	32,545	678,709	8,271	264	343	237,936	111	227,548
Eaialua-Lahikoi.....	***	***	***	***	***	***	***	***	***
Makoa.....	5	(D)	(D)	(D)	(D)	4	(D)	1	(D)
Waipahu.....	***	***	***	***	***	***	***	***	***
Remainder of County.....	11	(D)	(D)	(D)	(D)	5	(D)	6	(D)
Kauai County.....	17	95	19467	278	8	11	4415	6	3433
Maui County.....	36	983	18,861	372	21	28	11,829	8	54573
Kahului.....	15	784	14,853	295	3	12	6,188	3	34426
Waikapu.....	15	(D)	(D)	(D)	(D)	14	(D)	1	(D)
Remainder of County.....	6	(D)	(D)	(D)	(D)	2	(D)	4	(D)

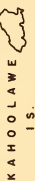
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HAWAII

HONOLULU CITY AND COUNTY

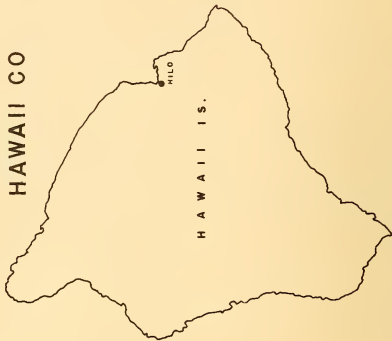


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