

# 1963 CENSUS OF BUSINESS



BC63(S)RS2

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## SPECIAL REPORT



# RETAIL TRADE

Retail  
and Wholesale  
Cooperatives

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The Census of Business reports will comprise seven volumes:

- Vols. I, II, III—Retail Trade
- Vols. IV, V—Wholesale Trade
- Vols. VI, VII—Selected Services

Retail Trade reports will be issued first as separate preprints and then brought together in the following volumes:

**VOL. I. RETAIL TRADE,  
SUMMARY STATISTICS**

A United States summary chapter and chapters on sales by lines of merchandise, sales-size of establishments, employment-size of establishments, single units and multiunits, and legal form of organization. Statistics will be presented for the United States, States, and for standard metropolitan statistical areas, by kind of business. This volume will incorporate the subject reports previously issued as series BC63-RS.

**VOL. II. RETAIL TRADE, AREA STATISTICS**

A United States summary chapter and chapters for each State, the District of Columbia, Guam, and the Virgin Islands. Statistics will be presented by kind of business, for counties, cities, standard metropolitan statistical areas, for selected towns and townships in New England, New Jersey, and Pennsylvania. The kind-of-business detail will vary in accordance with the number of retail establishments in an area. This volume will incorporate the area reports previously issued as series BC63-RA.

**VOL. III. MAJOR RETAIL CENTER STATISTICS**

A summary chapter and chapters for each of 116 standard metropolitan statistical areas (SMSA's). Each SMSA chapter will present statistics: (1) For retail trade by kind of business, and for hotels and motion picture theaters (a) in the entire SMSA, (b) in almost all cities of 100,000 or more inhabitants, and (c) in central business districts of these cities; and (2) for major retail centers outside the central business district (a) sales and establishment counts in three major subgroups of retail trade and (b) establishment counts only by kinds of business. This volume will incorporate the major retail center reports previously issued as series BC63-MRC.



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(Issued February 1967)

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**Retail Trade: Special Report MC63(S)RS2**

**Retail and Wholesale Cooperatives**

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## Retail Trade—Retail and Wholesale Cooperatives

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## Retail Trade

There were 6,480 co-operative establishments classified in retail kinds of business in the United States in 1963, reporting slightly over 2 billion dollars in sales and employment of 47,207 persons. Hay, grain and feed stores were the largest single kind of retail business with 2,113 establishments and 983 million dollars in sales. Other farm supply stores ranked next with 1,482 establishments and 484 million in sales. Grocery stores were the third largest with 379 establishments and sales of 199 million dollars.

In 1963, there were retail trade co-operatives operating in all 50 States. The number of establishments per State ranged from one establishment in one State to 403 establishments in Minnesota. The retail co-operatives in Iowa had the largest volume of business with sales of 150 million dollars. New York State ranked second in retail sales, followed by California and Ohio.

Out of the total of 6,480 co-operatives 3,135 reported the number of member or owners. Those co-operatives reporting had a total of 2,483,000 members in the United States. The co-operatives in Indiana which provided the information reported the largest number of members 262,000. Minnesota with 180,000 and Wisconsin with 176,000 followed in that order.

Hay, grain, and feed was the most important merchandise line sold by retail co-operatives. Fertilizer, insecticides-fungicides ranked second, while other major merchandise lines were groceries-other foods; auto fuels-lubricants; and lumber, building materials.

## Wholesale Trade

There were a total of 7,925 wholesale, co-operative establishments in 1963. These establishments had almost 14.5 billion dollars in sales and employed 86,661 persons. Grain wholesalers had the largest number of establishments 3,165 and recorded the largest amount of business 3.7 billion dollars. Dairy product wholesalers, livestock, fruit and vegetable, petroleum bulk plants and terminals, and farm supplies were other important kinds of business among the co-operative wholesalers.

**AUTHORITY AND SCOPE.**—The Census of Business is required by law under 13 U.S.C., sections 131 and 224. The 1963 census covered businesses in retail trade, wholesale trade, selected services, dental laboratories, and public warehousing operated in the United States, Guam, and the Virgin Islands. A separate 1963 Census of Business and Manufactures for Puerto Rico was conducted jointly with the Commonwealth Government. For definitions, see the appendix.

**KINDS OF BUSINESS COVERED.**—Retail trade as defined in the Standard Industrial Classification (SIC) Manual<sup>1</sup> includes all establishments pri-

<sup>1</sup>*Executive Office of the President, Bureau of the Budget, Standard Industrial Classification Manual, 1957, and Supplement to 1957 Edition, 1963.*

marily engaged in selling merchandise to personal, household, and farm users. In this report, it also includes liquor stores operated by State and local governments. Retail trade excludes post exchanges, ship stores, and other similar establishments operated on military posts by agencies of the Federal Government. A separate presentation of the data for such establishments will appear in the final area reports, series BC63-RA. Data for administrative offices, warehouses, and other units which service and are auxiliary to retail establishments within the same organizations, also excluded here, will be presented in later reports. See the appendix, "Explanation of Terms", for definitions of the kind-of-business categories for which data are shown in this report.

**METHOD OF ENUMERATION.**—For purposes of coverage in the 1963 Census of Business, retail establishments were divided into two categories—those with some paid employment during 1963 (i.e., the "employer" universe) and those with no paid employment during 1963 (i.e., the "non-employer" universe). The method of obtaining census information for these two groups is described below:

**Enumeration of "Employers."**—Information for establishments with some paid employment during 1963 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 Social Security Administration (SSA) as wholly or partially engaged in retail and wholesale trade, and in manufacturing and mineral industries. Also included were those classified in major groups 70 (except 702 and 704), 72, 73, 75, 76, 78, and 79 in the service industries portion of the SIC Manual; in SIC industry 8072, dental laboratories; and in public warehousing, SIC major group 42 (except 421). In addition, report forms were mailed to all establishments which the SSA had not classified by kind of business prior to mailing of census report forms. Each establishment was mailed a report form appropriate to its SSA classification (for those cases for which SSA 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.

**Enumeration of "Nonemployers."**—Information for this group of establishments was obtained from the 1963 Federal income tax returns of retail businesses other than those represented in the active FICA records of the Internal Revenue Service. Although made up of a large number of establishments, the nonemployer segment accounts for only about 5 percent of total retail sales.

Data were compiled from only one-half of the nonemployer tax returns and were multiplied by two to establish census totals. Only those establishments were included here which reported a sales volume of \$2,500 or more during 1963, or,

having been in operation for less than the full year, reported sales which would have reached a total of \$2,500 or more on an annual basis.

COMPARISON OF THE 1958 CENSUS WITH THE 1963 CENSUS.—In all major respects, the 1958 and 1963 censuses were conducted under similar conditions and procedures. Strict comparability of the data for the two censuses is limited by the following factors:

1. In 1958, Alaska and Hawaii had not yet been admitted as States. Consequently, in the publications of the 1958 census the totals for the United States included the then 48 States and the District of Columbia. In the 1963 census publications, the United States totals include the 50 States and the District of Columbia. Tables in the 1963 publications which show United States totals for 1958 have been adjusted to include Alaska and Hawaii.

2. The physical area of a number of urban places for which data are shown in the 1963 census is not the same as it was in the 1958 census because of annexations and other boundary changes which have occurred since 1958.

3. In the 1963 census, for the first time, nonemployer establishments which did not operate the entire year have been included if, during the period they operated, their receipts were at a rate which would have reached an annual total of \$2,500 or more had they operated the entire year. This change increases the count of nonemployer establishments but has little effect on the total volume of sales.

4. The number of active proprietors shown in this report is based on crediting each sole proprietorship with one active proprietor and each partnership with two active proprietors if the establishment was in operation during November 1963. In the 1958 census each business was asked to report this number.

5. In the 1963 census, information was collected on retail sales by merchandise lines. Such information had last been collected as part of the 1948 census. These data will be published as separate reports in Series BC63-RS, which ultimately will be assembled and issued as Volume 1, Retail Trade—Summary Statistics. The information collected in the 1963 census includes broad merchandise lines for which all employer establishments were required to report a variable number of additional lines more specifically oriented to a single kind of business or a group of related businesses. In addition to its primary use of making possible the presentation of data on the extent of diversification in retail establishments, this information was also used in assigning establishments to specific kinds of business.

6. The use of information on sales by merchandise lines in assigning kind-of-business codes has provided a more detailed basis for classification than previously was available. In some cases this could have resulted in classifications which were different than would have been assigned if the information available had been the same as in the 1958 census. In the 1963 census stores provided a breakdown by merchandise lines of all their sales, rather than of major lines as in the 1958 census.

In the women's apparel field, for example, such differences in the inquiries may have occasioned a shift in the classification of a number of stores from the kind-of-business "women's ready-to-wear stores" to "women's accessory, specialty stores." In addition, the introduction of this system made possible the segregation of the new category "home, auto supply stores" (see the section of "Kind-of-Business Classifications" in the appendix) from the category "tire, battery, accessory dealers."

7. Some changes were made in the 1963 census in the individual kind-of-business classifications. Data are not shown for these kinds of business in this report series. A detailed discussion of the changes will appear in Appendix A of the Final Area Reports series. The kinds of business involved are:

- Meat markets
- General stores
- Tire, battery, accessory dealers
- Home, auto supply stores
- Eating places
- Refreshment places
- Optical goods stores
- Nonstore retailers

8. In 1963 a new method of determining the places in which business establishments were located was instituted. This method utilized high speed electronic computers and extensive files of addresses classified by place. It is believed that the major effect of this new procedure has been to correctly allocate to suburban places some establishments which previously had been allocated to adjacent cities because of a tendency of respondents to identify their location as being in the adjacent central city although actually located beyond that city's boundaries. In those places where this procedure has resulted in significant differences, the 1958 data included in the 1963 reports have been corrected or, if that was not feasible, appropriate notations made advising of the lack of comparability.

LEGAL FORM OF ORGANIZATION—Each establishment included in the 1963 Census of Business was classified into one of the following legal forms of organization:

Individual proprietorship—These are establishments owned by one person.

Partnership—These are establishments owned by two or more persons each of whom has a financial interest in the business.

Corporation—These are establishments other than cooperatives, owned by an organization or company legally incorporated under State laws.

Cooperative—These are establishments owned by an association of customers of the establishment whether or not they are incorporated. In general, the distinguishing features of a cooperative are patronage dividends based on the volume of expenditures by the member, and a limitation of one vote per member regardless of the amount of stock owned. The establishments are open to the public as a rule, but generally are patronized primarily by members of the association operating business.

Other legal forms—These are establishments whose legal form of organization is not one of those defined above. Included in this legal form are estates, receiverships, joint ventures, etc.

CENSUS DISCLOSURE RULES.—In accordance with Federal law governing census reports, any data which disclose the operations of an individual establishment or business organization are not published. However, the number of establishments in a kind of business is not considered a disclosure, so that this item may appear in instances where other items of information for the same kind of business or locality are withheld.

Coverage of the Merchandise Line Data—Except when precluded by the census disclosure rules (see page 1V), data have been shown in the tables for individual kinds of business when reporting coverage was sufficient to account for 60 percent or more of the dollar volume. In each table at the beginning of the presentation for each kind of business, the number of establishments and total sales volume of all employer establishments are shown, followed by figures for those establishments which provided a breakdown of sales by major lines; thereby making it possible to relate the figures for reporting stores with the totals for the kind of business. There is, of course, no assurance that the pattern for the stores reporting by merchandise lines is representative of those which did not report.

As noted above, the fact that an establishment reports a merchandise line breakdown does not in itself mean that all lines handled by the establishment are reported separately. There are a few instances where this limitation in the reporting is particularly apparent. For example, as a result of the trade custom of grouping soaps and paper products with dry groceries, a number of food stores apparently included amounts for such products with line 020 instead of in lines 120 and 500. Thus, notice should be taken in using the merchandise line results that it would not necessarily be appropriate to apply the same factor to all lines of merchandise in attempting to account

for the sales of establishments not reporting by merchandise line. Some understatement in outlet counts and sales volume also was caused by not recording negligible sales amounts in the processing operation.

Description of the Tables—Within the limitations described above, the tables in this report provide data on (1) the number and total sales of establishments in a specified kind of business, (2) the number and total sales of those establishments reporting a breakdown of their sales by the 25 broad merchandise lines. The difference between the first two lines is the extent of nonreporting. For the establishments in (2), the tables show the amount of sales reported for each of the 25 lines, and the percentage which the sales of each of the 25 merchandise lines was of all sales of the establishments in (2). Note that the percentage is based on the total sales of all establishments reporting sales by broad merchandise lines rather than on the total sales of the establishments in that kind of business.

Information on detailed merchandise lines appears only in connection with the specific kind of business to which the lines apply. Data relating to the detailed lines are identified in the tabulations by (▲▲) appearing between the merchandise line code and the title of the line. The first line, titled "Reporting additional detail for line \_\_\_\_\_," shows the number of establishments and the total sales of establishments which reported any of the detailed information. The second line provides for these establishments, their number and their sales of the broad line which is being analyzed in further detail. By comparing the information on this line with the information on the line with the same code and title for all establishments which reported the broad lines, it is possible to evaluate the extent to which establishments reporting broad lines also reported detailed lines. The remaining lines identified by (▲▲) show the number of establishments which reported the detailed line, their sales of the detailed line, and the percentage which the detailed line is of the total sales of all establishments which provided the detailed line information.





TABLE 1. United States, by Kind of Business: 1963

Kind of business	Establishments (number)	Sales (\$1,000)	Payroll, entire year (\$1,000)	Payroll, workweek ended nearest Nov. 15 (dollars)	Paid employees, workweek ended nearest Nov. 15 (number)
RETAIL TRADE, TOTAL. . . . .	6 480	2 097 167	180 384	3 484 213	47 207
LUMBER, BUILDING MATERIALS, HARDWARE, FARM EQUIPMENT DEALERS . . . . .	390	86 509	9 708	184 555	2 236
LUMBER YARDS . . . . .	225	46 208	4 847	91 530	1 120
BUILDING MATERIALS DEALERS . . . . .	28	6 259	734	16 489	208
HEATING, PLUMBING EQUIPMENT DEALERS. . . . .	3	(0)	(0)	(0)	(0)
PAINT, GLASS, WALLPAPER STORES . . . . .	3	(0)	(0)	(0)	(0)
ELECTRICAL SUPPLY STORES . . . . .	-	-	-	-	-
HARDWARE STORES. . . . .	58	10 960	1 410	26 465	328
FARM EQUIPMENT DEALERS . . . . .	73	22 187	2 549	47 334	546
GENERAL MERCHANDISE GROUP STORES . . . . .	139	41 052	4 768	93 550	1 634
DEPARTMENT STORES. . . . .	1	(0)	(0)	(0)	(0)
LIMITED PRICE VARIETY STORES . . . . .	19	3 801	522	9 953	226
GENERAL MERCHANDISE STORES . . . . .	107	28 933	3 079	59 935	957
DRY GOODS STORES . . . . .	12	(0)	(0)	(0)	(0)
SEWING, NEEDLEWORK STORES. . . . .	-	-	-	-	-
FOOD STORES. . . . .	448	206 434	18 733	375 812	5 354
GROCERY STORES, INCLUDING DELICATESSENS. . . . .	379	199 145	17 763	355 783	5 005
MEAT MARKETS . . . . .	6	487	70	1 851	21
FISH (SEAFOOD) MARKETS . . . . .	-	-	-	-	-
FRUIT STORES, VEGETABLE MARKETS. . . . .	3	(0)	(0)	(0)	(0)
CANDY, NUT, CONFECTIONERY STORES . . . . .	6	125	23	523	12
DAIRY PRODUCTS STORES. . . . .	39	3 678	609	12 408	242
RETAIL BAKERIES. . . . .	8	640	112	1 846	37
RETAIL BAKERIES, MANUFACTURING . . . . .	3	(0)	(0)	(0)	(0)
RETAIL BAKERIES, NONMANUFACTURING. . . . .	5	(0)	(0)	(0)	(0)
EGG AND POULTRY DEALERS. . . . .	6	(0)	(0)	(0)	(0)
OTHER FOOD STORES. . . . .	1	(0)	(0)	(0)	(0)
AUTOMOTIVE DEALERS . . . . .	121	44 425	4 600	96 969	968
PASSENGER CAR DEALERS, FRANCHISED. . . . .	30	31 631	2 798	62 948	584
DOMESTIC CAR DEALERS . . . . .	26	28 051	2 188	52 068	494
IMPORTED CAR DEALERS . . . . .	3	(0)	(0)	(0)	(0)
DOMESTIC AND IMPORTED CAR DEALERS. . . . .	1	(0)	(0)	(0)	(0)
PASSENGER CAR DEALERS, NONFRANCHISED . . . . .	7	1 663	141	3 112	30
TIRE, BATTERY, ACCESSORY DEALERS . . . . .	64	7 396	1 155	21 465	242
HOME AND AUTO SUPPLY STORES. . . . .	12	(0)	(0)	(0)	(0)
MISCELLANEOUS AIRCRAFT, MARINE, AUTOMOTIVE DEALERS . . . . .	8	(0)	(0)	(0)	(0)
AIRCRAFT, BOAT, MOTORCYCLE DEALERS . . . . .	6	935	170	3 209	28
HOUSEHOLD TRAILER DEALERS. . . . .	2	(0)	(0)	(0)	(0)
OTHER AUTOMOTIVE DEALERS . . . . .	-	-	-	-	-
GASOLINE SERVICE STATIONS. . . . .	458	77 505	8 271	164 302	2 256
APPAREL ACCESSORY STORES . . . . .	76	13 857	2 162	44 626	807
MEN'S, BOYS' APPAREL STORES, CUSTOM TAILORS. . . . .	8	1 815	278	5 073	57
MEN'S, BOYS' CLOTHING AND FURNISHINGS STORES . . . . .	8	1 815	278	5 073	57
CUSTOM TAILORS . . . . .	-	-	-	-	-
WOMEN'S CLOTHING, SPECIALTY STORES . . . . .	28	7 135	1 137	19 360	352
WOMEN'S READY-TO-WEAR STORES . . . . .	19	4 726	832	13 766	243
WOMEN'S ACCESSORY, SPECIALTY STORES, FURRIERS. . . . .	9	2 409	305	5 594	109
MILLINERY STORES . . . . .	2	(0)	(0)	(0)	(0)
CORSET, LINGERIE STORES. . . . .	1	(0)	(0)	(0)	(0)
HOSIERY STORES . . . . .	-	-	-	-	-
APPAREL, ACCESSORY, OTHER SPECIALTY STORES. . . . .	6	2 270	280	5 149	103
FURRIERS, FUR SHOPS. . . . .	-	-	-	-	-
FAMILY CLOTHING STORES . . . . .	17	2 346	391	8 157	152
SHOE STORES. . . . .	19	1 522	242	4 277	75
MEN'S SHOE STORES. . . . .	-	-	-	-	-
WOMEN'S SHOE STORES. . . . .	1	(0)	(0)	(0)	(0)
CHILDREN'S, JUVENILES' SHOE STORES . . . . .	2	(0)	(0)	(0)	(0)
FAMILY SHOE STORES . . . . .	16	1 221	191	3 288	59
CHILDREN'S, INFANTS' WEAR STORES . . . . .	4	1 039	114	7 759	171
MISCELLANEOUS, APPAREL ACCESSORY STORES . . . . .	-	-	-	-	-
FURNITURE, HOME FURNISHINGS, EQUIPMENT STORES . . . . .	94	27 236	4 904	100 810	920
FURNITURE, HOME FURNISHINGS STORES . . . . .	60	18 826	3 555	71 821	621
FURNITURE STORES. . . . .	39	14 730	2 800	53 626	501
FLOOR COVERINGS STORES . . . . .	13	3 656	692	16 894	95
DRAPERY, CURTAIN, UPHOLSTERY STORES. . . . .	1	(0)	(0)	(0)	(0)
CHINA, GLASSWARE, METALWARE STORES . . . . .	5	(0)	(0)	(0)	(0)
MISCELLANEOUS HOME FURNISHINGS STORES. . . . .	2	(0)	(0)	(0)	(0)
HOUSEHOLD APPLIANCE STORES . . . . .	25	5 949	885	20 604	196
RADIO, TELEVISION STORES . . . . .	6	2 166	424	7 670	92
MUSIC STORES . . . . .	3	295	40	715	11
RECORDS SHOPS. . . . .	2	(0)	(0)	(0)	(0)
MUSICAL INSTRUMENTS STORES . . . . .	1	(0)	(0)	(0)	(0)

Standard Notes: - Represents zero. (D) Withheld to avoid disclosure. (NA) Not available. (X) Not applicable.

TABLE 1. United States, by Kind of Business: 1963—Continued

Kind of business	Establishments (number)	Sales (\$1,000)	Payroll, entire year (\$1,000)	Payroll, workweek ended nearest Nov. 15 (dollars)	Paid employees, workweek ended nearest Nov. 15 (number)
LATING, DRINKING PLACES . . . . .	703	41 351	11 155	220 962	4 421
EATING PLACES . . . . .	362	30 048	8 393	167 748	3 249
RESTAURANTS, LUNCHROOMS . . . . .	128	15 076	4 135	84 771	1 605
CAFETERIAS . . . . .	63	6 657	2 264	43 467	759
REFRESHMENT PLACES . . . . .	62	4 568	1 020	22 706	525
CATERERS . . . . .	109	3 747	974	16 804	360
DRINKING PLACES (ALCOHOLIC BEVERAGES) . . . . .	341	11 303	2 762	53 214	1 172
DRUG STORES, PROPRIETARY STORES . . . . .	33	6 151	986	18 887	238
DRUG STORES . . . . .	29	(0)	(0)	(0)	(0)
PROPRIETARY STORES . . . . .	4	(0)	(0)	(0)	(0)
OTHER RETAIL STORES . . . . .	3 980	1 535 735	112 447	2 136 953	27 864
LIQUOR STORES . . . . .	29	3 516	451	9 958	104
ANTIQUA STORES, SECONOHANO STORES . . . . .	49	2 617	542	11 191	209
ANTIQUA STORES . . . . .	1	(0)	(0)	(0)	(0)
SECONOHANO STORES . . . . .	48	(0)	(0)	(0)	(0)
BOOK, STATIONERY STORES . . . . .	57	24 975	3 017	64 921	1 113
BOOK STORES . . . . .	52	23 485	2 858	60 978	1 036
STATIONERY STORES . . . . .	5	1 490	159	3 943	77
SPORTING GOODS STORES; BICYCLE SHOPS . . . . .	9	516	82	1 787	23
SPORTING GOODS STORES . . . . .	7	(0)	(0)	(0)	(0)
BICYCLE SHOPS . . . . .	2	(0)	(0)	(0)	(0)
HAY, GRAIN, FEED STORES . . . . .	2 113	983 170	64 960	1 220 699	15 403
OTHER FARM SUPPLY STORES . . . . .	1 482	483 622	38 319	728 686	9 736
GARDEN SUPPLY STORES . . . . .	12	2 136	270	6 009	72
JEWELRY STORES . . . . .	5	416	115	2 298	22
FUEL ICE DEALERS . . . . .	128	26 421	3 319	64 661	761
COAL AND WOOD DEALERS . . . . .	20	3 401	410	8 505	116
ICE DEALERS . . . . .	-	-	-	-	-
FUEL OIL DEALERS . . . . .	52	12 997	1 395	27 809	324
BOTTLED GAS DEALERS . . . . .	56	10 023	1 514	28 347	321
FLORISTS . . . . .	2	(0)	(0)	(0)	(0)
CIGAR STORES, STANDS . . . . .	9	674	68	1 166	24
NEWS DEALERS, NEWSSTANDS . . . . .	4	672	100	2 227	43
CAMERA, PHOTOGRAPHIC SUPPLY STORES . . . . .	4	(0)	(0)	(0)	(0)
GIFT, NOVELTY, SOUVENIR SHOPS . . . . .	34	1 451	236	5 346	105
OPTICAL GOODS STORES . . . . .	15	1 482	319	5 787	66
TYPEWRITER STORES . . . . .	1	(0)	(0)	(0)	(0)
LUGGAGE, LEATHER GOODS STORES . . . . .	-	-	-	-	-
HOBBY, TOY, GAME SHOPS . . . . .	2	(0)	(0)	(0)	(0)
RELIGIOUS GOODS STORES . . . . .	11	1 566	267	5 141	96
PET SHOPS . . . . .	-	-	-	-	-
OTHER STORES . . . . .	14	469	70	1 509	23
NONSTORE RETAILERS . . . . .	38	16 912	2 650	46 787	509
MAIL ORDER HOUSES . . . . .	4	72	19	429	8
MERCHANDISE VENDING MACHINE OPERATORS . . . . .	13	3 539	686	14 954	133
DIRECT SELLING (HOUSE-TO-HOUSE) ORGANIZATIONS . . . . .	21	10 301	1 945	31 404	368

Standard Notes: - Represents zero. (D) Withheld to avoid disclosure. (NA) Not available. (X) Not applicable.

TABLE 2. Divisions and States, by Kind of Business: 1963

Division, State, and kind of business	Establishments (number)	Sales (\$1,000)	Payroll, entire year (\$1,000)	Payroll, workweek ended nearest Nov. 15 (dollars)	Paid employees, workweek ended nearest Nov. 15 (number)
<b>UNITED STATES TOTAL</b>					
RETAIL TRADE, TOTAL. . . . .	6 480	2 097 167	180 384	3 484 213	47 207
HAY, GRAIN, FEED STORES. . . . .	2 113	983 170	64 960	1 220 699	15 403
OTHER FARM SUPPLY STORES. . . . .	1 482	483 622	38 319	728 686	9 736
EATING, DRINKING PLACES. . . . .	703	41 351	11 155	220 962	4 421
GASOLINE SERVICE STATIONS. . . . .	458	77 505	8 271	164 302	2 256
FOOD STORES. . . . .	448	206 434	18 733	375 812	5 354
ALL OTHER KINDS OF BUSINESS. . . . .	1 276	305 085	38 946	773 752	10 637
<b>NEW ENGLAND STATES</b>					
RETAIL TRADE, TOTAL. . . . .	312	115 218	11 093	214 876	3 163
HAY, GRAIN, FEED STORES. . . . .	79	53 340	2 761	51 331	558
OTHER FARM SUPPLY STORES. . . . .	11	(D)	(D)	(D)	(O)
EATING, DRINKING PLACES. . . . .	99	6 420	1 815	35 935	725
GASOLINE SERVICE STATIONS. . . . .	8	1 410	170	3 067	51
FOOD STORES. . . . .	38	20 606	1 925	38 138	524
ALL OTHER KINDS OF BUSINESS. . . . .	77	(D)	(D)	(O)	(D)
MAINE RETAIL TRADE, TOTAL. . . . .	33	12 745	702	13 769	176
HAY, GRAIN, FEED STORES. . . . .	14	10 213	538	10 408	122
OTHER FARM SUPPLY STORES. . . . .	4	(O)	(D)	(D)	(D)
EATING, DRINKING PLACES. . . . .	8	122	26	444	12
FOOD STORES. . . . .	3	(D)	(D)	(D)	(O)
ALL OTHER KINDS OF BUSINESS. . . . .	4	(D)	(D)	(O)	(O)
NEW HAMPSHIRE RETAIL TRADE, TOTAL. . . . .	30	6 805	581	13 139	196
HAY, GRAIN, FEED STORES. . . . .	7	(O)	(O)	(O)	(D)
EATING, DRINKING PLACES. . . . .	13	565	130	2 518	72
FOOD STORES. . . . .	1	(D)	(D)	(D)	(O)
ALL OTHER KINDS OF BUSINESS. . . . .	9	(O)	(D)	(O)	(O)
VERMONT RETAIL TRADE, TOTAL. . . . .	29	7 612	505	9 308	125
HAY, GRAIN, FEED STORES. . . . .	13	(D)	(O)	(D)	(D)
OTHER FARM SUPPLY STORES. . . . .	1	(D)	(O)	(D)	(O)
EATING, DRINKING PLACES. . . . .	4	34	10	213	8
GASOLINE SERVICE STATIONS. . . . .	1	(O)	(D)	(D)	(O)
FOOD STORES. . . . .	6	409	42	740	13
ALL OTHER KINDS OF BUSINESS. . . . .	4	471	78	1 366	18
MASSACHUSETTS RETAIL TRADE, TOTAL. . . . .	127	54 130	6 267	117 868	1 820
HAY, GRAIN, FEED STORES. . . . .	26	15 325	914	16 242	184
OTHER FARM SUPPLY STORES. . . . .	4	(O)	(O)	(D)	(O)
EATING, DRINKING PLACES. . . . .	25	2 970	950	18 321	349
GASOLINE SERVICE STATIONS. . . . .	6	(D)	(D)	(D)	(O)
FOOD STORES. . . . .	21	12 433	1 252	24 746	355
ALL OTHER KINDS OF BUSINESS. . . . .	45	20 444	2 887	53 562	861
RHODE ISLAND RETAIL TRADE, TOTAL. . . . .	32	3 199	432	9 005	167
HAY, GRAIN, FEED STORES. . . . .	5	(D)	(D)	(O)	(O)
EATING, DRINKING PLACES. . . . .	22	1 344	305	6 617	133
FOOD STORES. . . . .	1	(D)	(D)	(D)	(D)
ALL OTHER KINDS OF BUSINESS. . . . .	4	239	34	704	10
CONNECTICUT RETAIL TRADE, TOTAL. . . . .	61	30 727	2 606	51 787	679
HAY, GRAIN, FEED STORES. . . . .	14	16 187	692	13 198	117
OTHER FARM SUPPLY STORES. . . . .	2	(D)	(O)	(O)	(O)
EATING, DRINKING PLACES. . . . .	27	1 385	394	7 822	151
GASOLINE SERVICE STATIONS. . . . .	1	(O)	(O)	(O)	(O)
FOOD STORES. . . . .	6	(O)	(D)	(D)	(O)
ALL OTHER KINDS OF BUSINESS. . . . .	11	5 560	886	18 110	269
<b>MIDDLE ATLANTIC STATES</b>					
RETAIL TRADE, TOTAL. . . . .	783	292 679	25 614	496 328	6 576
HAY, GRAIN, FEED STORES. . . . .	256	159 817	10 973	208 053	2 382
OTHER FARM SUPPLY STORES. . . . .	122	59 863	4 578	87 952	1 061
EATING, DRINKING PLACES. . . . .	225	12 098	3 373	67 664	1 364
GASOLINE SERVICE STATIONS. . . . .	8	1 774	158	2 888	36
FOOD STORES. . . . .	46	26 064	2 414	47 963	655
ALL OTHER KINDS OF BUSINESS. . . . .	126	33 063	4 118	81 808	1 078
NEW YORK RETAIL TRADE, TOTAL. . . . .	310	148 977	12 468	238 216	2 842
HAY, GRAIN, FEED STORES. . . . .	122	(O)	(O)	(D)	(D)
OTHER FARM SUPPLY STORES. . . . .	75	(O)	(D)	(D)	(O)
EATING, DRINKING PLACES. . . . .	37	4 075	1 297	25 991	422
GASOLINE SERVICE STATIONS. . . . .	2	(D)	(D)	(D)	(O)
FOOD STORES. . . . .	20	15 807	1 374	29 269	401
ALL OTHER KINDS OF BUSINESS. . . . .	54	14 967	2 001	36 809	379

Standard Notes: - Represents zero. (D) Withheld to avoid disclosure. (NA) Not available. (X) Not applicable.

TABLE 2. Divisions and States, by Kind of Business: 1963—Continued

Division, State, and kind of business	Establishments (number)	Sales (\$1,000)	Payroll, entire year (\$1,000)	Payroll, workweek ended nearest Nov. 15 (dollars)	Paid employees, workweek ended nearest Nov. 15 (number)
MIDDLE ATLANTIC STATES--CONTINUED					
NEW JERSEY RETAIL TRADE, TOTAL . . . . .	95	48 678	4 467	84 262	1 087
HAY, GRAIN, FEED STORES . . . . .	21	26 679	2 004	36 734	358
OTHER FARM SUPPLY STORES . . . . .	9	(D)	(O)	(O)	(D)
EATING, DRINKING PLACES . . . . .	28	2 178	515	10 228	212
GASOLINE SERVICE STATIONS . . . . .	1	(O)	(D)	(O)	(O)
FOOD STORES . . . . .	7	3 502	347	6 362	99
ALL OTHER KINDS OF BUSINESS . . . . .	29	11 173	1 242	24 138	338
PENNSYLVANIA RETAIL TRADE, TOTAL . . . . .	378	95 024	8 679	173 850	2 647
HAY, GRAIN, FEED STORES . . . . .	113	(O)	(O)	(O)	(D)
OTHER FARM SUPPLY STORES . . . . .	38	16 381	1 333	24 769	314
EATING, DRINKING PLACES . . . . .	160	5 845	1 561	31 445	730
GASOLINE SERVICE STATIONS . . . . .	5	(D)	(D)	(D)	(O)
FOOD STORES . . . . .	19	6 755	693	12 332	155
ALL OTHER KINDS OF BUSINESS . . . . .	43	6 923	875	20 861	361
EAST NORTH CENTRAL STATES					
RETAIL TRADE, TOTAL . . . . .	1 585	498 103	44 579	865 580	11 361
HAY, GRAIN, FEED STORES . . . . .	652	221 880	16 434	317 526	3 993
OTHER FARM SUPPLY STORES . . . . .	384	137 448	11 925	232 247	2 996
EATING, DRINKING PLACES . . . . .	113	7 000	1 817	36 697	713
GASOLINE SERVICE STATIONS . . . . .	79	13 438	1 577	31 968	404
FOOD STORES . . . . .	118	51 901	4 684	90 670	1 307
ALL OTHER KINDS OF BUSINESS . . . . .	239	66 436	8 142	156 472	1 948
OHIO RETAIL TRADE, TOTAL . . . . .	382	113 684	10 107	192 412	2 576
HAY, GRAIN, FEED STORES . . . . .	163	(O)	(O)	(D)	(O)
OTHER FARM SUPPLY STORES . . . . .	94	30 109	2 526	47 757	644
EATING, DRINKING PLACES . . . . .	35	2 155	484	9 297	218
GASOLINE SERVICE STATIONS . . . . .	3	(D)	(D)	(D)	(O)
FOOD STORES . . . . .	38	20 809	1 728	33 926	441
ALL OTHER KINDS OF BUSINESS . . . . .	49	(D)	(O)	(D)	(O)
INDIANA RETAIL TRADE, TOTAL . . . . .	281	94 221	7 911	151 569	1 931
HAY, GRAIN, FEED STORES . . . . .	126	(D)	(D)	(O)	(O)
OTHER FARM SUPPLY STORES . . . . .	101	36 643	3 239	62 631	798
EATING, DRINKING PLACES . . . . .	14	946	276	4 977	103
GASOLINE SERVICE STATIONS . . . . .	3	(O)	(O)	(O)	(D)
FOOD STORES . . . . .	4	257	34	588	10
ALL OTHER KINDS OF BUSINESS . . . . .	33	(D)	(O)	(O)	(O)
ILLINOIS RETAIL TRADE, TOTAL . . . . .	285	111 831	9 033	175 739	2 128
HAY, GRAIN, FEED STORES . . . . .	108	54 946	3 312	63 492	729
OTHER FARM SUPPLY STORES . . . . .	75	34 501	2 968	57 163	711
EATING, DRINKING PLACES . . . . .	21	1 153	287	7 435	118
GASOLINE SERVICE STATIONS . . . . .	16	3 098	377	6 775	88
FOOD STORES . . . . .	12	8 930	908	16 766	208
ALL OTHER KINDS OF BUSINESS . . . . .	53	9 203	1 181	24 108	274
MICHIGAN RETAIL TRADE, TOTAL . . . . .	239	65 044	6 334	128 713	1 754
HAY, GRAIN, FEED STORES . . . . .	73	26 717	2 172	40 618	567
OTHER FARM SUPPLY STORES . . . . .	42	13 491	1 104	21 321	287
EATING, DRINKING PLACES . . . . .	30	2 421	695	12 996	227
GASOLINE SERVICE STATIONS . . . . .	18	3 327	438	9 734	119
FOOD STORES . . . . .	33	8 367	692	13 558	208
ALL OTHER KINDS OF BUSINESS . . . . .	43	10 721	1 233	30 486	346
WISCONSIN RETAIL TRADE, TOTAL . . . . .	398	113 323	11 194	217 147	2 972
HAY, GRAIN, FEED STORES . . . . .	182	51 415	4 403	85 756	1 097
OTHER FARM SUPPLY STORES . . . . .	72	22 704	2 088	43 375	556
EATING, DRINKING PLACES . . . . .	13	325	75	1 992	47
GASOLINE SERVICE STATIONS . . . . .	39	5 192	562	11 225	152
FOOD STORES . . . . .	31	13 538	1 322	25 832	440
ALL OTHER KINDS OF BUSINESS . . . . .	61	20 149	2 744	48 967	680
WEST NORTH CENTRAL STATES					
RETAIL TRADE, TOTAL . . . . .	1 947	540 472	41 789	772 751	10 705
HAY, GRAIN, FEED STORES . . . . .	708	289 070	17 490	315 693	4 255
OTHER FARM SUPPLY STORES . . . . .	432	107 035	8 887	156 055	2 151
EATING, DRINKING PLACES . . . . .	38	3 142	714	13 831	275
GASOLINE SERVICE STATIONS . . . . .	235	37 578	3 881	77 124	1 042
FOOD STORES . . . . .	116	30 920	2 708	54 127	927
ALL OTHER KINDS OF BUSINESS . . . . .	418	72 727	8 109	155 921	2 055
MINNESOTA RETAIL TRADE, TOTAL . . . . .	403	85 759	7 736	147 636	2 037
HAY, GRAIN, FEED STORES . . . . .	111	(D)	(D)	(O)	(O)
OTHER FARM SUPPLY STORES . . . . .	63	12 104	1 062	18 387	245
EATING, DRINKING PLACES . . . . .	9	1 484	271	5 756	101
GASOLINE SERVICE STATIONS . . . . .	63	8 670	919	19 225	285
FOOD STORES . . . . .	57	12 597	1 204	24 862	383
ALL OTHER KINDS OF BUSINESS . . . . .	100	(D)	(O)	(D)	(O)

Standard Notes: - Represents zero. (D) Withheld to avoid disclosure. (NA) Not available. (X) Not applicable.

TABLE 2. Divisions and States, by Kind of Business: 1963—Continued

Division, State, and kind of business	Establishments (number)	Sales (\$1,000)	Payroll, entire year (\$1,000)	Payroll, workweek ended nearest Nov. 15 (dollars)	Paid employees workweek ended nearest Nov. 15 (number)
WEST NORTH CENTRAL STATES--CONTINUED					
IDAHO RETAIL TRADE, TOTAL . . . . .	402	150 645	10 541	187 552	2 460
HAY, GRAIN, FEED STORES . . . . .	220	105 835	6 498	115 045	1 477
OTHER FARM SUPPLY STORES . . . . .	81	29 387	2 304	40 224	541
EATING, DRINKING PLACES . . . . .	6	427	105	1 718	32
GASOLINE SERVICE STATIONS . . . . .	27	2 442	279	5 242	83
FOOD STORES . . . . .	1	(D)	(D)	(D)	(D)
ALL OTHER KINDS OF BUSINESS . . . . .	67	(D)	(D)	(D)	(D)
MISSOURI RETAIL TRADE, TOTAL . . . . .	297	109 809	7 660	141 178	2 269
HAY, GRAIN, FEED STORES . . . . .	166	(D)	(D)	(D)	(D)
OTHER FARM SUPPLY STORES . . . . .	68	21 478	1 947	35 807	557
EATING, DRINKING PLACES . . . . .	10	660	193	3 588	79
GASOLINE SERVICE STATIONS . . . . .	14	(D)	(D)	(D)	(D)
FOOD STORES . . . . .	10	5 439	414	7 570	188
ALL OTHER KINDS OF BUSINESS . . . . .	29	6 365	517	9 978	143
NORTH DAKOTA RETAIL TRADE, TOTAL . . . . .	165	28 552	2 971	55 876	764
HAY, GRAIN, FEED STORES . . . . .	7	1 214	72	1 345	17
OTHER FARM SUPPLY STORES . . . . .	33	2 935	253	4 195	59
EATING, DRINKING PLACES . . . . .	5	178	31	645	9
GASOLINE SERVICE STATIONS . . . . .	22	7 292	661	12 205	151
FOOD STORES . . . . .	12	2 877	272	4 660	85
ALL OTHER KINDS OF BUSINESS . . . . .	86	14 056	1 682	32 826	443
SOUTH DAKOTA RETAIL TRADE, TOTAL . . . . .	131	21 913	2 015	37 710	507
HAY, GRAIN, FEED STORES . . . . .	38	6 570	451	7 632	103
OTHER FARM SUPPLY STORES . . . . .	22	3 343	255	4 540	60
EATING, DRINKING PLACES . . . . .	1	(D)	(D)	(D)	(D)
GASOLINE SERVICE STATIONS . . . . .	16	(D)	(D)	(D)	(D)
FOOD STORES . . . . .	6	(D)	(D)	(D)	(D)
ALL OTHER KINDS OF BUSINESS . . . . .	48	7 065	755	15 191	211
NEBRASKA RETAIL TRADE, TOTAL . . . . .	254	62 432	4 880	92 709	1 241
HAY, GRAIN, FEED STORES . . . . .	62	25 474	1 506	29 519	350
OTHER FARM SUPPLY STORES . . . . .	63	14 102	1 085	18 596	254
EATING, DRINKING PLACES . . . . .	4	(D)	(D)	(D)	(D)
GASOLINE SERVICE STATIONS . . . . .	59	9 686	985	19 990	264
FOOD STORES . . . . .	13	5 111	376	7 284	123
ALL OTHER KINDS OF BUSINESS . . . . .	53	(D)	(D)	(D)	(D)
KANSAS RETAIL TRADE, TOTAL . . . . .	295	81 362	5 986	110 090	1 427
HAY, GRAIN, FEED STORES . . . . .	104	43 043	2 476	45 653	567
OTHER FARM SUPPLY STORES . . . . .	102	23 686	1 981	34 306	435
EATING, DRINKING PLACES . . . . .	3	28	12	237	10
GASOLINE SERVICE STATIONS . . . . .	34	4 364	448	8 648	122
FOOD STORES . . . . .	17	(D)	(D)	(D)	(D)
ALL OTHER KINDS OF BUSINESS . . . . .	35	(D)	(D)	(D)	(D)
SOUTH ATLANTIC STATES					
RETAIL TRADE, TOTAL . . . . .	567	169 816	15 260	298 394	4 465
HAY, GRAIN, FEED STORES . . . . .	97	48 523	3 590	68 932	1 019
OTHER FARM SUPPLY STORES . . . . .	150	49 638	3 281	63 062	884
EATING, DRINKING PLACES . . . . .	138	6 877	1 753	31 413	690
GASOLINE SERVICE STATIONS . . . . .	21	3 059	395	8 200	137
FOOD STORES . . . . .	49	29 695	2 696	57 380	880
ALL OTHER KINDS OF BUSINESS . . . . .	112	32 024	3 545	69 407	855
DELAWARE RETAIL TRADE, TOTAL . . . . .	20	6 477	481	9 705	102
MARYLAND RETAIL TRADE, TOTAL . . . . .	63	28 967	3 019	64 023	803
HAY, GRAIN, FEED STORES . . . . .	12	2 990	268	5 118	63
OTHER FARM SUPPLY STORES . . . . .	9	3 967	246	6 330	60
EATING, DRINKING PLACES . . . . .	5	194	48	867	22
GASOLINE SERVICE STATIONS . . . . .	6	(D)	(D)	(D)	(D)
FOOD STORES . . . . .	11	(D)	(D)	(D)	(D)
ALL OTHER KINDS OF BUSINESS . . . . .	20	5 777	930	17 375	184
DISTRICT OF COLUMBIA RETAIL TRADE, TOTAL . . . . .	2	(D)	(D)	(D)	(D)
VIRGINIA RETAIL TRADE, TOTAL . . . . .	781	42 778	4 162	83 287	1 276
HAY, GRAIN, FEED STORES . . . . .	27	20 393	1 764	35 244	538
OTHER FARM SUPPLY STORES . . . . .	15	7 500	501	10 469	125
EATING, DRINKING PLACES . . . . .	9	2 510	676	12 869	243
GASOLINE SERVICE STATIONS . . . . .	5	834	107	2 028	34
FOOD STORES . . . . .	8	(D)	(D)	(D)	(D)
ALL OTHER KINDS OF BUSINESS . . . . .	14	(D)	(D)	(D)	(D)
WEST VIRGINIA RETAIL TRADE, TOTAL . . . . .	21	(D)	(D)	(D)	(D)

Standard Notes: — Represents zero. (D) Withheld to avoid disclosure. (NA) Not available. (X) Not applicable.

TABLE 2. Divisions and States, by Kind of Business: 1963—Continued

Division, State, and kind of business	Establishments (number)	Sales (\$1,000)	Payroll, entire year (\$1,000)	Payroll, workweek ended nearest Nov. 15 (number)	Paid employees, workweek ended nearest Nov. 15 (number)
SOUTH ATLANTIC STATES--CONTINUED					
NORTH CAROLINA RETAIL TRADE, TOTAL . . . . .	97	29 062	2 382	44 904	725
MAY, GRAIN, FEED STORES. . . . .	12	(D)	(D)	(D)	(0)
OTHER FARM SUPPLY STORES . . . . .	55	(D)	(D)	(D)	(D)
EATING, DRINKING PLACES. . . . .	7	630	189	3 767	93
GASOLINE SERVICE STATIONS. . . . .	2	(D)	(D)	(D)	(0)
FOOD STORES. . . . .	6	971	163	3 387	80
ALL OTHER KINDS OF BUSINESS. . . . .	15	3 476	425	7 856	131
SOUTH CAROLINA RETAIL TRADE, TOTAL . . . . .	40	9 692	829	14 473	217
MAY, GRAIN, FEED STORES. . . . .	8	(D)	(D)	(D)	(D)
OTHER FARM SUPPLY STORES . . . . .	14	(D)	(D)	(D)	(D)
EATING, DRINKING PLACES. . . . .	4	262	51	967	21
GASOLINE SERVICE STATIONS. . . . .	1	(D)	(0)	(D)	(D)
FOOD STORES. . . . .	2	(D)	(D)	(D)	(D)
ALL OTHER KINDS OF BUSINESS. . . . .	11	3 182	269	4 624	59
GEORGIA RETAIL TRADE, TOTAL . . . . .	178	26 313	2 171	37 713	680
MAY, GRAIN, FEED STORES. . . . .	26	9 598	598	10 438	175
OTHER FARM SUPPLY STORES . . . . .	37	11 918	647	12 897	218
EATING, DRINKING PLACES. . . . .	90	(D)	(D)	(D)	(D)
GASOLINE SERVICE STATIONS. . . . .	2	(D)	(D)	(D)	(0)
FOOD STORES. . . . .	14	810	164	2 754	74
ALL OTHER KINDS OF BUSINESS. . . . .	9	2 088	317	5 548	81
FLORIDA RETAIL TRADE, TOTAL . . . . .	68	24 167	1 926	38 537	547
MAY, GRAIN, FEED STORES. . . . .	4	(D)	(D)	(D)	(D)
OTHER FARM SUPPLY STORES . . . . .	11	4 674	313	4 995	74
EATING, DRINKING PLACES. . . . .	11	1 055	272	5 245	128
GASOLINE SERVICE STATIONS. . . . .	5	209	21	927	16
FOOD STORES. . . . .	6	(D)	(D)	(D)	(D)
ALL OTHER KINDS OF BUSINESS. . . . .	31	(D)	(D)	(D)	(D)
EAST SOUTH CENTRAL STATES					
RETAIL TRADE, TOTAL . . . . .	288	99 331	7 255	138 117	2 250
MAY, GRAIN, FEED STORES. . . . .	62	28 601	1 712	32 381	545
OTHER FARM SUPPLY STORES . . . . .	161	60 326	3 817	73 091	1 182
EATING, DRINKING PLACES. . . . .	23	1 066	312	6 285	149
GASOLINE SERVICE STATIONS. . . . .	5	464	50	905	21
FOOD STORES. . . . .	7	1 952	143	2 849	58
ALL OTHER KINDS OF BUSINESS. . . . .	30	6 922	1 221	22 606	295
KENTUCKY RETAIL TRADE, TOTAL . . . . .	24	4 812	442	8 818	153
TENNESSEE RETAIL TRADE, TOTAL . . . . .	130	44 440	3 079	57 378	930
MAY, GRAIN, FEED STORES. . . . .	38	15 304	972	18 463	296
OTHER FARM SUPPLY STORES . . . . .	69	24 621	1 536	28 804	466
EATING, DRINKING PLACES. . . . .	7	270	78	1 340	23
FOOD STORES. . . . .	3	(D)	(D)	(D)	(D)
ALL OTHER KINDS OF BUSINESS. . . . .	13	(D)	(D)	(D)	(D)
ALABAMA RETAIL TRADE, TOTAL . . . . .	54	16 055	1 343	26 171	412
MAY, GRAIN, FEED STORES. . . . .	12	(D)	(D)	(D)	(D)
OTHER FARM SUPPLY STORES . . . . .	27	6 277	464	9 189	151
EATING, DRINKING PLACES. . . . .	8	129	33	707	26
FOOD STORES. . . . .	1	(D)	(D)	(D)	(D)
ALL OTHER KINDS OF BUSINESS. . . . .	6	(D)	(D)	(D)	(D)
MISSISSIPPI RETAIL TRADE, TOTAL . . . . .	80	34 024	2 391	45 750	755
MAY, GRAIN, FEED STORES. . . . .	10	4 660	263	5 318	100
OTHER FARM SUPPLY STORES . . . . .	58	27 242	1 684	32 060	528
EATING, DRINKING PLACES. . . . .	4	380	123	2 930	58
GASOLINE SERVICE STATIONS. . . . .	2	(0)	(0)	(D)	(D)
ALL OTHER KINDS OF BUSINESS. . . . .	6	(0)	(0)	(D)	(0)
WEST SOUTH CENTRAL STATES					
RETAIL TRADE, TOTAL . . . . .	337	100 013	7 839	148 641	2 198
MAY, GRAIN, FEED STORES. . . . .	101	50 780	3 029	56 561	850
OTHER FARM SUPPLY STORES . . . . .	95	26 902	2 284	42 029	550
EATING, DRINKING PLACES. . . . .	14	490	141	2 769	55
GASOLINE SERVICE STATIONS. . . . .	30	4 729	495	9 214	143
FOOD STORES. . . . .	20	6 026	494	9 800	150
ALL OTHER KINDS OF BUSINESS. . . . .	77	11 086	1 396	28 268	450
ARKANSAS RETAIL TRADE, TOTAL . . . . .	54	23 032	1 389	25 694	412
MAY, GRAIN, FEED STORES. . . . .	28	16 043	882	16 955	285
OTHER FARM SUPPLY STORES . . . . .	13	4 727	261	4 550	61
EATING, DRINKING PLACES. . . . .	2	(D)	(D)	(D)	(D)
GASOLINE SERVICE STATIONS. . . . .	4	1 011	73	1 552	25
FOOD STORES. . . . .	2	(0)	(D)	(D)	(D)
ALL OTHER KINDS OF BUSINESS. . . . .	5	1 002	126	1 865	28

Standard Notes: - Represents zero. (D) Withheld to avoid disclosure. (NA) Not available. (X) Not applicable.

TABLE 2. Divisions and States, by Kind of Business: 1963—Continued

Division, State, and kind of business	Establishments	Sales	Payroll, entire year	Payroll, workweek ended nearest Nov. 15	Paid employees, workweek ended nearest Nov. 15
	(number)	(\$1,000)	(\$1,000)	(dollars)	(number)
WEST SOUTH CENTRAL STATES--CONTINUED					
LOUISIANA RETAIL TRADE, TDAL. . . . .	46	10 771	1 030	18 838	322
HAY, GRAIN, FEED STORES. . . . .	5	2 173	136	2 671	37
OTHER FARM SUPPLY STORES. . . . .	16	5 248	489	7 917	119
EATING, DRINKING PLACES. . . . .	2	(D)	(D)	(D)	(D)
GASOLINE SERVICE STATIONS. . . . .	2	(D)	(D)	(D)	(D)
FOOD STORES. . . . .	4	(D)	(D)	(D)	(D)
ALL OTHER KINDS OF BUSINESS. . . . .	17	2 058	315	6 386	129
OKLAHOMA RETAIL TRADE, TOTAL . . . . .	95	27 636	1 878	33 033	459
HAY, GRAIN, FEED STORES. . . . .	41	17 876	996	17 221	244
OTHER FARM SUPPLY STORES. . . . .	30	6 975	531	9 250	124
EATING, DRINKING PLACES. . . . .	-	(D)	(D)	(D)	(D)
GASOLINE SERVICE STATIONS. . . . .	7	(D)	(D)	(D)	(D)
ALL OTHER KINDS OF BUSINESS. . . . .	17	1 830	249	4 647	62
TEXAS RETAIL TRADE, TDAL. . . . .	142	38 574	3 542	71 076	1 005
HAY, GRAIN, FEED STORES. . . . .	27	14 688	1 015	19 714	284
OTHER FARM SUPPLY STORES. . . . .	36	9 952	1 003	20 312	246
EATING, DRINKING PLACES. . . . .	10	409	108	2 193	43
GASOLINE SERVICE STATIONS. . . . .	17	2 533	297	5 382	82
FOOD STORES. . . . .	14	4 796	413	8 105	119
ALL OTHER KINDS OF BUSINESS. . . . .	38	6 196	706	15 370	231
MOUNTAIN STATES					
RETAIL TRADE, TDAL. . . . .	267	56 887	5 506	114 545	1 465
HAY, GRAIN, FEED STORES. . . . .	60	18 082	1 336	28 730	349
OTHER FARM SUPPLY STORES. . . . .	50	(D)	(D)	(D)	(D)
EATING, DRINKING PLACES. . . . .	15	499	123	2 652	59
GASOLINE SERVICE STATIONS. . . . .	53	8 651	886	17 022	222
FOOD STORES. . . . .	19	6 507	578	12 507	175
ALL OTHER KINDS OF BUSINESS. . . . .	70	(D)	(D)	(D)	(D)
MONTANA RETAIL TRADE, TDAL. . . . .	76	11 097	1 147	22 350	292
HAY, GRAIN, FEED STORES. . . . .	6	922	66	1 468	18
OTHER FARM SUPPLY STORES. . . . .	12	2 203	198	3 481	45
EATING, DRINKING PLACES. . . . .	4	140	35	691	10
GASOLINE SERVICE STATIONS. . . . .	24	3 481	374	7 219	89
FOOD STORES. . . . .	7	1 242	108	2 273	37
ALL OTHER KINDS OF BUSINESS. . . . .	23	3 109	366	7 218	93
IDAHO RETAIL TRADE, TDAL. . . . .	50	12 729	1 137	24 088	310
HAY, GRAIN, FEED STORES. . . . .	11	2 743	183	5 382	61
OTHER FARM SUPPLY STORES. . . . .	13	4 792	372	7 207	95
EATING, DRINKING PLACES. . . . .	2	(D)	(D)	(D)	(D)
GASOLINE SERVICE STATIONS. . . . .	9	2 512	242	4 917	59
FOOD STORES. . . . .	3	(D)	(D)	(D)	(D)
ALL OTHER KINDS OF BUSINESS. . . . .	12	2 517	321	6 057	80
WYOMING RETAIL TRADE, TDAL. . . . .	12	1 608	157	3 133	43
COLORADO RETAIL TRADE, TDAL. . . . .	60	16 260	1 635	32 751	380
HAY, GRAIN, FEED STORES. . . . .	16	7 948	634	13 137	141
OTHER FARM SUPPLY STORES. . . . .	9	2 267	286	5 790	67
EATING, DRINKING PLACES. . . . .	6	234	59	1 282	29
GASOLINE SERVICE STATIONS. . . . .	7	1 413	127	2 087	34
FOOD STORES. . . . .	5	1 143	112	3 320	33
ALL OTHER KINDS OF BUSINESS. . . . .	17	3 255	417	7 135	76
NEW MEXICO RETAIL TRADE, TDAL. . . . .	11	1 164	106	3 296	38
ARIZONA RETAIL TRADE, TDAL. . . . .	7	(D)	(D)	(D)	(D)
UTAH RETAIL TRADE, TDAL. . . . .	50	9 969	951	21 144	272
HAY, GRAIN, FEED STORES. . . . .	23	(D)	(D)	(D)	(D)
OTHER FARM SUPPLY STORES. . . . .	8	1 428	102	1 942	25
EATING, DRINKING PLACES. . . . .	1	(D)	(D)	(D)	(D)
GASOLINE SERVICE STATIONS. . . . .	9	809	100	1 858	29
FOOD STORES. . . . .	2	(D)	(D)	(D)	(D)
ALL OTHER KINDS OF BUSINESS. . . . .	7	1 628	309	8 818	87
NEVADA RETAIL TRADE, TOTAL . . . . .	1	(D)	(D)	(D)	(D)
PACIFIC STATES					
RETAIL TRADE, TDAL. . . . .	394	224 648	21 449	434 981	5 024
HAY, GRAIN, FEED STORES. . . . .	98	113 077	7 635	141 492	1 452
OTHER FARM SUPPLY STORES. . . . .	77	25 689	2 160	46 670	575
EATING, DRINKING PLACES. . . . .	38	3 759	1 107	23 716	391
GASOLINE SERVICE STATIONS. . . . .	19	6 402	659	13 914	200
FOOD STORES. . . . .	35	32 763	3 091	62 378	678
ALL OTHER KINDS OF BUSINESS. . . . .	127	42 958	6 797	146 811	1 728

Standard Notes: - Represents zero. (D) Withheld to avoid disclosure. (NA) Not available. (X) Not applicable.

TABLE 2. Divisions and States, by Kind of Business: 1963—Continued

Division, State, and kind of business	Establishments	Sales	Payroll, entire year	Payroll, workweek ended nearest Nov. 15	Paid employees, workweek ended nearest Nov. 15
	(number)	(\$1,000)	(\$1,000)	(dollars)	(number)
PACIFIC STATES--CONTINUED					
WASHINGTON RETAIL TRADE, TOTAL . . . . .	1 291	62 704	5 487	112 101	1 401
HAY, GRAIN, FEED STORES. . . . .	42	36 601	2 738	53 301	673
OTHER FARM SUPPLY STORES. . . . .	32	(D)	(O)	(O)	(O)
EATING, DRINKING PLACES. . . . .	7	341	122	3 005	40
GASOLINE SERVICE STATIONS. . . . .	6	(O)	(O)	(O)	(O)
FOOD STORES. . . . .	8	5 262	434	8 465	101
ALL OTHER KINDS OF BUSINESS. . . . .	34	8 018	1 154	25 172	302
OREGON RETAIL TRADE, TOTAL . . . . .	58	27 611	2 392	48 267	597
HAY, GRAIN, FEED STORES. . . . .	22	12 139	1 096	20 942	235
OTHER FARM SUPPLY STORES. . . . .	16	6 845	595	12 571	148
EATING, DRINKING PLACES. . . . .	2	(D)	(O)	(O)	(D)
GASOLINE SERVICE STATIONS. . . . .	1	(D)	(O)	(D)	(O)
FOOD STORES. . . . .	3	(O)	(O)	(O)	(O)
ALL OTHER KINDS OF BUSINESS. . . . .	14	5 981	555	11 724	167
CALIFORNIA RETAIL TRADE, TOTAL . . . . .	177	130 317	12 943	261 127	2 819
HAY, GRAIN, FEED STORES. . . . .	33	(D)	(O)	(O)	(O)
OTHER FARM SUPPLY STORES. . . . .	27	7 929	667	14 984	175
EATING, DRINKING PLACES. . . . .	26	(O)	(D)	(O)	(D)
GASOLINE SERVICE STATIONS. . . . .	11	3 666	432	8 839	117
FOOD STORES. . . . .	19	25 184	2 557	52 030	551
ALL OTHER KINDS OF BUSINESS. . . . .	61	26 152	4 578	99 092	1 111
ALASKA RETAIL TRADE, TOTAL . . . . .	15	1 137	223	5 218	64
HAWAII RETAIL TRADE, TOTAL . . . . .	15	2 879	404	8 268	143

Standard Notes: - Represents zero. (D) Withheld to avoid disclosure. (NA) Not available. (X) Not applicable.

TABLE 3. Stores Operating on Basis of "One Member-One Vote" and Number of Members—United States: 1963

Kind of business	All cooperatives		Reporting on inquiries		Reporting "one member—one vote"		Reporting members		
	Number	Sales (\$1,000)	Number	Sales (\$1,000)	Number	Sales (\$1,000)	Number	Sales (\$1,000)	Members (number)
RETAIL TRADE, TOTAL . . . . .	6 480	2 097 167	3 755	1 328 200	3 499	1 206 629	3 135	1 190 674	2 483 160
LUMBER, BUILDING MATERIALS . . . . .	390	86 509	276	54 074	264	50 875	247	47 586	132 334
LUMBER YARDS . . . . .	225	46 208	176	26 658	170	25 334	165	25 100	58 303
HARDWARE STORES. . . . .	58	10 960	37	7 391	36	7 258	31	6 220	30 374
FARM EQUIPMENT DEALERS . . . . .	73	22 187	46	16 138	43	15 343	39	14 036	34 972
GENERAL MERCHANDISE GROUP STORES . . . . .	139	41 052	63	30 629	59	22 825	53	28 458	75 244
FOOD STORES. . . . .	448	206 434	247	112 953	238	111 865	201	100 787	205 147
GROCERY STORES, INCLUDING DELIVERY . . . . .	379	199 145	239	112 373	231	111 299	193	100 207	201 540
GASOLINE SERVICE STATIONS. . . . .	458	77 505	188	31 600	184	31 242	157	27 021	104 285
EATING, DRINKING PLACES. . . . .	703	41 351	78	4 980	41	2 756	44	2 833	14 013
EATING PLACES. . . . .	362	30 048	37	3 477	20	1 812	20	1 908	7 308
DRINKING PLACES (ALCOHOLIC BEVERAGES). . . . .	341	11 303	41	1 503	21	944	24	925	6 705
OTHER RETAIL STORES. . . . .	3 980	1 535 735	2 834	1 083 670	2 646	978 401	2 375	976 754	1 913 822
HAY, GRAIN, FEED, OTHER FARM SUPPLY STORES . . . . .	3 595	1 466 792	2 742	1 062 096	2 575	967 237	2 311	964 695	1 856 104
RETAIL ESTABLISHMENTS NOT LISTED ABOVE . . . . .	362	108 581	69	10 294	67	8 665	58	7 235	38 315



TABLE 4. Stores Operating On Basis of "One Member-One Vote" and Number of Members—by Divisions and States: 1963

Division and State	All cooperatives		Reporting on inquiries		Reporting "one member—one vote"		Reporting members		
	Number	Sales (\$1,000)	Number	Sales (\$1,000)	Number	Sales (\$1,000)	Number	Sales (\$1,000)	Members (number)
UNITED STATES TOTAL . . . . .	6 480	2 097 167	3 755	1 328 200	3,499	1 206 629	3 135	1 190 674	2 483 160
NEW ENGLAND . . . . .	312	115 218	144	77 547	128	66 909	118	68 961	105 889
MAINE . . . . .	33	12 745	21	10 400	19	(D)	20	10 347	10 838
NEW HAMPSHIRE . . . . .	30	6 805	12	(D)	10	(D)	9	(D)	5 373
VERMONT . . . . .	29	7 612	19	6 959	19	6 959	17	6 876	7 836
MASSACHUSETTS . . . . .	127	54 130	60	34 268	55	24 241	45	26 735	67 798
RHODE ISLAND . . . . .	32	3 199	11	(D)	6	(D)	9	(D)	2 307
CONNECTICUT . . . . .	61	30 727	21	19 585	19	(D)	18	18 866	11 737
MIDDLE ATLANTIC . . . . .	783	292 679	393	217 663	364	212 779	353	205 703	178 673
NEW YORK . . . . .	310	148 977	202	119 790	191	116 742	188	(D)	69 308
NEW JERSEY . . . . .	95	48 678	37	32 920	35	(D)	30	(D)	17 226
PENNSYLVANIA . . . . .	378	95 024	154	64 953	138	(D)	135	61 496	92 139
EAST NORTHERN CENTRAL . . . . .	1 585	498 103	960	286 732	842	245 962	760	239 176	752 912
OHIO . . . . .	382	113 684	228	55 872	226	(D)	196	49 110	119 760
INDIANA . . . . .	281	94 221	198	57 713	192	55 723	112	39 502	262 872
ILLINOIS . . . . .	285	111 831	147	55 118	65	(D)	132	51 119	107 966
MICHIGAN . . . . .	239	65 044	143	44 270	120	36 894	129	40 106	85 782
WISCONSIN . . . . .	398	113 323	244	73 759	239	70 578	191	59 339	176 532
WEST NORTH CENTRAL . . . . .	1 947	540 472	1 347	363 346	1 321	358 635	1 130	303 429	682 829
MINNESOTA . . . . .	403	85 759	297	59 052	287	57 688	263	53 937	180 167
IOWA . . . . .	402	150 645	268	96 226	266	(D)	220	79 580	112 902
MISSOURI . . . . .	297	109 809	221	84 642	212	82 109	169	65 485	113 064
NORTHERN DAKOTA . . . . .	165	28 552	117	17 575	116	(D)	100	15 517	37 774
SOUTH DAKOTA . . . . .	131	21 913	85	12 535	84	(D)	77	11 310	36 343
NEBRASKA . . . . .	254	62 432	162	39 097	161	(D)	138	35 297	102 386
KANSAS . . . . .	295	81 362	197	54 219	195	(D)	163	42 303	100 193
SOUTH ATLANTIC . . . . .	567	169 816	246	109 925	234	106 211	221	103 459	317 730
DELAWARE . . . . .	20	6 477	8	3 520	8	3 520	8	3 520	5 691
MARYLAND . . . . .	63	28 967	41	23 113	41	23 113	32	22 037	25 921
DISTRICT OF COLUMBIA . . . . .	2	(D)	1	(D)	1	(D)	1	(D)	224
VIRGINIA . . . . .	78	42 778	58	38 648	56	(D)	48	35 968	63 310
WEST VIRGINIA . . . . .	21	(D)	8	1 134	7	(D)	7	907	2 383
NORTHERN CAROLINA . . . . .	97	29 062	56	(D)	54	(D)	58	(D)	140 313
SOUTH CAROLINA . . . . .	40	9 692	22	(D)	20	(D)	19	(D)	46 464
GEORGIA . . . . .	178	26 313	41	17 437	38	16 751	37	16 015	29 010
FLORIDA . . . . .	68	24 167	11	5 400	9	(D)	11	5 400	4 414
EAST SOUTHERN CENTRAL . . . . .	288	99 331	180	71 228	173	67 656	140	60 274	128 019
KENTUCKY . . . . .	24	4 812	8	2 303	8	2 303	6	1 770	15 966
TENNESSEE . . . . .	130	44 440	86	33 769	84	(D)	78	31 431	56 475
ALABAMA . . . . .	54	16 055	31	10 160	30	(D)	16	8 481	19 001
MISSISSIPPI . . . . .	80	34 024	55	24 996	51	21 781	40	18 592	36 577
WEST SOUTHERN CENTRAL . . . . .	337	100 013	165	55 861	160	55 320	133	45 523	70 604
ARKANSAS . . . . .	54	23 032	31	14 194	31	14 194	21	10 696	15 961
LOUISIANA . . . . .	46	10 771	15	5 258	15	5 258	11	3 901	1 868
OKLAHOMA . . . . .	95	27 636	56	14 842	56	14 842	48	12 553	30 449
TEXAS . . . . .	142	38 574	63	21 567	58	21 026	53	18 373	22 326
MOUNTAIN . . . . .	267	56 887	156	32 393	152	31 995	122	26 277	81 496
MONTANA . . . . .	76	11 097	48	8 152	48	8 152	38	7 021	21 568
IDAHO . . . . .	50	12 729	31	9 196	30	(D)	20	6 513	33 505
WYOMING . . . . .	12	1 608	7	1 240	7	1 240	5	848	2 987
COLORADO . . . . .	60	16 260	33	(D)	31	6 156	26	5 240	12 406
NEW MEXICO . . . . .	11	1 164	6	854	6	854	4	(D)	1 752
ARIZONA . . . . .	7	(D)	1	(D)	1	(D)	1	(D)	25
UTAH . . . . .	50	9 969	30	6 753	29	(D)	28	5 999	9 253
NEVADA . . . . .	1	(D)	-	-	-	-	-	-	-
PACIFIC . . . . .	394	224 648	164	113 505	125	61 162	158	137 872	165 008
WASHINGTON . . . . .	129	62 704	75	50 431	49	16 414	64	44 942	67 423
OREGON . . . . .	58	27 611	23	11 324	22	(D)	25	11 857	23 240
CALIFORNIA . . . . .	177	130 317	59	51 185	50	32 924	66	80 703	74 225
ALASKA . . . . .	15	1 137	6	(D)	3	295	2	(D)	86
HAWAII . . . . .	15	2 879	1	(D)	1	(D)	1	(D)	34

Standard Notes: - Represents zero. (D) Withheld to avoid disclosure. (NA) Not available. (X) Not applicable.

TABLE 5. Patronage Refunds Paid—United States: 1963

Kind of business	All cooperatives		Reporting on inquiries		Reporting patronage refunds paid	
	Number	Sales (\$1,000)	Number	Sales (\$1,000)	Number	Sales (\$1,000)
RETAIL TRADE, TOTAL . . . . .	6 480	2 097 167	3 554	1 262 717	3 106	1 148 795
LUMBER, BUILDING MATERIALS. . . . .	390	86 509	264	51 706	243	48 489
LUMBER YARDS. . . . .	225	46 208	172	25 997	163	24 701
HARDWARE STORES . . . . .	58	10 960	35	7 246	28	6 598
FARM EQUIPMENT DEALERS. . . . .	73	22 187	42	14 708	38	13 515
GENERAL MERCHANDISE GROUP STORES. . . . .	139	41 052	60	30 240	54	29 704
FOOD STORES . . . . .	448	206 434	228	106 222	181	86 655
GROCERY STORES, INCLUDING DELICATESSENS . . . . .	379	199 145	221	105 789	175	86 241
GASOLINE SERVICE STATIONS . . . . .	458	77 505	184	28 857	162	24 967
EATING, DRINKING PLACES . . . . .	703	41 351	81	5 021	5	1 470
EATING PLACES . . . . .	362	30 048	44	3 689	5	1 470
DRINKING PLACES (ALCOHOLIC BEVERAGES) . . . . .	341	11 303	37	1 332	-	-
OTHER RETAIL STORES . . . . .	3 980	1 535 735	2 676	1 032 551	2 408	950 595
HAY, GRAIN, FEED, OTHER FARM SUPPLY STORES. . . . .	3 595	1 466 792	2 594	1 008 926	2 344	930 215
RETAIL ESTABLISHMENTS NOT LISTED ABOVE. . . . .	362	108 581	61	8 120	53	6 915

Standard Notes: - Represents zero. (D) Withheld to avoid disclosure. (NA) Not available. (X) Not applicable.











TABLE 6. Merchandise Line Sales in the United States: 1963--Continued

(Includes only establishments with payroll. For explanation of tables, including lines identified by ▲▲▲▲▲, see "Description of the Tables" in front)

Merchandise line code	Kind of business and merchandise line	Estab- lishments (number)	Sales (\$1,000)	Percent of sales accounted for by the specified merchandise line	Merchandise line code	Kind of business and merchandise line	Estab- lishments (number)	Sales (\$1,000)	Percent of sales accounted for by the specified merchandise line
OTHER FARM SUPPLY STORES--CON.					BOTTLED GAS DEALERS (SIC 5984)				
490	HOUSEHOLD FUELS-ICE . . . . .	338	11 236	2.5	TOTAL . . . . .				(X)
500	ALL OTHER MERCHANDISE . . . . .	171	4 417	1.0	56	10 023			
520	NONMERCHANDISE RECEIPTS . . . . .	640	11 929	2.7	REPTG SALES BY BROAD MDSE LINES . . . . .				100.0
800	RECEIPTS FOR SERVICES . . . . .	707	23 789	5.4	38	8 065			
800	REPTG ADDL DETAIL FOR LINE 800 . . . . .	699	260 983	100.0	020	GROCERIES-OTHER FOODS . . . . .	1	(D)	(D)
800	RECEIPTS FOR SERVICES . . . . .	699	23 766	9.1	100	CIGARS-CIGARETTES-TOBACCO . . . . .	1	(D)	(D)
811	STORAGE FOR COMMODITY CREDIT CORP. . . . .	15	599	0.2	220	MAJOR APPL.-RADIO-TV-MUSICAL INSTR. . . . .	11	332	4.1
821	STORAGE FOR OTHERS . . . . .	23	546	0.2	300	SPORTING-RECREATION EQUIPMENT . . . . .	1	(D)	(D)
831	HAULING-TRUCKING . . . . .	118	1 190	0.5	320	HARDWARE . . . . .	2	(D)	(D)
841	CUSTOM GRINDING AND MIXING-HULLING . . . . .	536	13 559	5.2	340	LUMBER-BUILDING MATERIALS . . . . .	8	167	2.1
851	AUTOMOBILE REPAIR SERVICES . . . . .	102	1 387	0.5	340	REPTG ADDL DETAIL FOR LINE 340 . . . . .	3	501	100.0
861	OTHER SERVICES . . . . .	284	6 485	2.5	340	LUMBER-BUILDING MATERIALS . . . . .	3	(D)	(D)
FUEL, ICE DEALERS (SIC 598)					363	OTHER BUILDING MATERIALS . . . . .	3	(D)	(D)
TOTAL . . . . .					128	26 421	(X)		
REPTG SALES BY BROAD MDSE LINES . . . . .					88	20 320	100.0		
020	GROCERIES-OTHER FOODS . . . . .	3	(D)	(D)	400	AUTO FUELS-LUBRICANTS . . . . .	6	344	4.3
100	CIGARS-CIGARETTES-TOBACCO . . . . .	2	(D)	(D)	420	TIRES-BATTERIES-ACCESSORIES . . . . .	8	372	4.6
220	MAJOR APPL.-RADIO-TV-MUSICAL INSTR. . . . .	14	548	2.7	440	FARM EQUIPMENT, MACHINERY . . . . .	2	(D)	(D)
300	SPORTING-RECREATION EQUIPMENT . . . . .	1	(D)	(D)	460	HAY-GRAIN-FEED-FARM SUPPLIES . . . . .	5	221	2.7
320	HARDWARE . . . . .	15	472	2.3	460	REPTG ADDL DETAIL FOR LINE 460 . . . . .	3	696	100.0
340	LUMBER-BUILDING MATERIALS . . . . .	13	234	1.2	460	HAY-GRAIN-FEED-FARM SUPPLIES . . . . .	3	(D)	(D)
340	REPTG ADDL DETAIL FOR LINE 340 . . . . .	5	765	100.0	463	FERTILIZERS-INSECTICIDES-FUNGICIDES . . . . .	2	(D)	(D)
340	LUMBER-BUILDING MATERIALS . . . . .	5	(D)	(D)	464	OTHER FARM SUPPLIES . . . . .	2	(D)	(D)
362	LUMBER-MILLWORK . . . . .	1	(D)	(D)	480	HOUSEHOLD FUELS-ICE . . . . .	38	5 893	73.1
363	OTHER BUILDING MATERIALS . . . . .	4	(D)	(D)	500	ALL OTHER MERCHANDISE . . . . .	3	92	1.1
380	AUTOMOBILES-TRUCKS . . . . .	2	(D)	(D)	520	NONMERCHANDISE RECEIPTS . . . . .	11	230	2.9
400	AUTO FUELS-LUBRICANTS . . . . .	28	2 255	11.1	800	RECEIPTS FOR SERVICES . . . . .	1	(D)	(D)
420	TIRES-BATTERIES-ACCESSORIES . . . . .	30	883	4.3	800	REPTG ADDL DETAIL FOR LINE 800 . . . . .	1	(D)	(D)
440	FARM EQUIPMENT, MACHINERY . . . . .	10	435	2.1	800	RECEIPTS FOR SERVICES . . . . .	1	(D)	(D)
460	HAY-GRAIN-FEED-FARM SUPPLIES . . . . .	31	2 280	11.2	831	HAULING-TRUCKING . . . . .	1	(D)	(D)
460	REPTG ADDL DETAIL FOR LINE 460 . . . . .	18	2 919	100.0	851	AUTOMOBILE REPAIR SERVICES . . . . .	1	(D)	(D)
460	HAY-GRAIN-FEED-FARM SUPPLIES . . . . .	18	668	22.9	NONSTORE RETAILERS (SIC 53 PART*)				
461	HAY-GRAIN-FEED . . . . .	4	98	3.4	TOTAL . . . . .				
462	SEED . . . . .	5	36	1.2	38	16 912	(X)		
463	FERTILIZERS-INSECTICIDES-FUNGICIDES . . . . .	14	420	14.4	REPTG SALES BY BROAD MDSE LINES . . . . .				
464	OTHER FARM SUPPLIES . . . . .	13	114	3.9	31	15 275	100.0		
480	HOUSEHOLD FUELS-ICE . . . . .	88	12 276	60.4	020	GROCERIES-OTHER FOODS . . . . .	13	6 930	45.4
500	ALL OTHER MERCHANDISE . . . . .	10	299	1.5	040	MEALS-SNACKS . . . . .	5	(D)	(D)
520	NONMERCHANDISE RECEIPTS . . . . .	31	475	2.3	100	CIGARS-CIGARETTES-TOBACCO . . . . .	5	(D)	(D)
800	RECEIPTS FOR SERVICES . . . . .	13	60	0.3	140	MEN'S-BOYS' CLOTHING, EXC. FOOTWEAR . . . . .	1	(D)	(D)
800	REPTG ADDL DETAIL FOR LINE 800 . . . . .	13	2 769	100.0	160	WOMEN'S-GIRLS' CLOTHING, EXC. FOOTWEAR . . . . .	1	(D)	(D)
800	RECEIPTS FOR SERVICES . . . . .	13	60	2.2	200	CURTAINS-DRAPERIES-DRY GOODS . . . . .	1	(D)	(D)
831	HAULING-TRUCKING . . . . .	1	(D)	(D)	220	MAJOR APPL.-RADIO-TV-MUSICAL INSTR. . . . .	1	(D)	(D)
841	CUSTOM GRINDING AND MIXING-HULLING . . . . .	1	(D)	(D)	240	FURNITURE-SLEEP EQUIP.-FLOOR COVERINGS . . . . .	1	(D)	(D)
851	AUTOMOBILE REPAIR SERVICES . . . . .	11	40	1.4	260	KITCHENWARE-HOME FURNISHINGS . . . . .	1	(D)	(D)
861	OTHER SERVICES . . . . .	1	(D)	(D)	340	LUMBER-BUILDING MATERIALS . . . . .	3	(D)	(D)
FUEL OIL DEALERS (SIC 5983)					400	AUTO FUELS-LUBRICANTS . . . . .	5	(D)	(D)
TOTAL . . . . .					52	12 997	(X)		
REPTG SALES BY BROAD MDSE LINES . . . . .					33	9 420	100.0		
020	GROCERIES-OTHER FOODS . . . . .	1	(D)	(D)	420	TIRES-BATTERIES-ACCESSORIES . . . . .	5	(D)	(D)
220	MAJOR APPL.-RADIO-TV-MUSICAL INSTR. . . . .	1	(D)	(D)	440	FARM EQUIPMENT, MACHINERY . . . . .	2	(D)	(D)
320	HARDWARE . . . . .	7	367	3.9	460	HAY-GRAIN-FEED-FARM SUPPLIES . . . . .	17	1 459	15.5
340	LUMBER-BUILDING MATERIALS . . . . .	2	(D)	(D)	460	REPTG ADDL DETAIL FOR LINE 460 . . . . .	7	760	100.0
380	AUTOMOBILES-TRUCKS . . . . .	2	(D)	(D)	460	HAY-GRAIN-FEED-FARM SUPPLIES . . . . .	7	162	21.3
400	AUTO FUELS-LUBRICANTS . . . . .	17	1 775	18.8	461	HAY-GRAIN-FEED . . . . .	1	(D)	(D)
420	TIRES-BATTERIES-ACCESSORIES . . . . .	16	421	4.5	462	SEED . . . . .	1	(D)	(D)
440	FARM EQUIPMENT, MACHINERY . . . . .	5	56	0.6	463	FERTILIZERS-INSECTICIDES-FUNGICIDES . . . . .	5	125	16.4
460	HAY-GRAIN-FEED-FARM SUPPLIES . . . . .	17	1 459	15.5	464	OTHER FARM SUPPLIES . . . . .	5	20	2.6
460	REPTG ADDL DETAIL FOR LINE 460 . . . . .	7	760	100.0	480	HOUSEHOLD FUELS-ICE . . . . .	33	4 767	50.6
460	HAY-GRAIN-FEED-FARM SUPPLIES . . . . .	7	162	21.3	500	ALL OTHER MERCHANDISE . . . . .	3	13	0.1
461	HAY-GRAIN-FEED . . . . .	1	(D)	(D)	520	NONMERCHANDISE RECEIPTS . . . . .	15	211	2.2
462	SEED . . . . .	1	(D)	(D)	800	RECEIPTS FOR SERVICES . . . . .	9	41	0.4
463	FERTILIZERS-INSECTICIDES-FUNGICIDES . . . . .	5	125	16.4	800	REPTG ADDL DETAIL FOR LINE 800 . . . . .	9	1 755	100.0
464	OTHER FARM SUPPLIES . . . . .	5	20	2.6	800	RECEIPTS FOR SERVICES . . . . .	9	41	2.3
480	HOUSEHOLD FUELS-ICE . . . . .	33	4 767	50.6	841	CUSTOM GRINDING AND MIXING-HULLING . . . . .	1	(D)	(D)
500	ALL OTHER MERCHANDISE . . . . .	3	13	0.1	851	AUTOMOBILE REPAIR SERVICES . . . . .	8	(D)	(D)
520	NONMERCHANDISE RECEIPTS . . . . .	15	211	2.2					
800	RECEIPTS FOR SERVICES . . . . .	9	41	0.4					
800	REPTG ADDL DETAIL FOR LINE 800 . . . . .	9	1 755	100.0					
800	RECEIPTS FOR SERVICES . . . . .	9	41	2.3					
841	CUSTOM GRINDING AND MIXING-HULLING . . . . .	1	(D)	(D)					
851	AUTOMOBILE REPAIR SERVICES . . . . .	8	(D)	(D)					

Standard Notes: - Represents zero. (D) Withheld to avoid disclosure. (NA) Not available. (X) Not applicable.





TABLE 7. Merchandise Line Sales by Geographic Divisions: 1963--Continued

[Includes only establishments with payroll. For explanation of tables, including lines identified by ▲▲▲▲▲▲, see "Description of the Tables" in front]

Merchandise line code	Kind of business and merchandise line	Estab-lishments (number)	Sales (\$1,000)	Percent of sales accounted for by the specified merchandise line	Merchandise line code	Kind of business and merchandise line	Estab-lishments (number)	Sales (\$1,000)	Percent of sales accounted for by the specified merchandise line
MIDDLE ATLANTIC--CON.					MIDDLE ATLANTIC--CON.				
240	FURNITURE-SLEEP EQUIP.-FLOOR COVERINGS.	9	869	0.3	EATING, DRINKING PLACES (SIC 58)				
260	KITCHENWARE-HOME FURNISHINGS.	14	733	0.5	TOTAL . . . . .				
280	JEWELRY-OPTICAL GOODS . . . . .	15	252	0.1	225	12 098	(x)		
300	SPORTING-RECREATION EQUIPMENT . . . . .	5	377	0.1	REPTG SALES BY BROAD MOSE LINES . . . . .				
320	HARDWARE . . . . .	151	13 096	4.7	185	10 406	100.0		
340	LUMBER-BUILDING MATERIALS . . . . .	38	3 719	1.3	020	GROCERIES-OTHER FOODS . . . . .	11	(o)	(D)
340	REPTG ADDL DETAIL FOR LINE 340. . . . .	18	11 780	100.0	040	MEALS-SNACKS. . . . .	109	4 980	47.9
340	LUMBER-BUILDING MATERIALS . . . . .	18	737	6.3	060	ALCOHOLIC DRINKS. . . . .	148	3 907	37.5
362	LUMBER-MILLWORK. . . . .	3	(o)	(D)	080	PACKAGED ALCOHOLIC BEVERAGES. . . . .	7	100	1.0
363	OTHER BUILDING MATERIALS . . . . .	16	(o)	(o)	100	CIGARS-CIGARETTES-TOBACCO . . . . .	37	325	3.1
380	AUTOMOBILES-TRUCKS. . . . .	8	(o)	(D)	120	COSMETICS-DRUGS-HEALTH NEEDS-CLEANERS . . . . .	4	(D)	(o)
400	AUTO FUELS-LUBRICANTS . . . . .	55	4 174	1.5	160	WOMEN'S-GIRLS' CLOTHING, EXC. FOOTWEAR. . . . .	2	(D)	(o)
420	TIRES-BATTERIES-ACCESSORIES . . . . .	174	1 258	0.6	260	KITCHENWARE-HOME FURNISHINGS. . . . .	1	(D)	(o)
440	FARM EQUIPMENT, MACHINERY . . . . .	24	1 003	0.4	280	JEWELRY-OPTICAL GOODS . . . . .	1	(D)	(o)
460	HAY-GRAIN-FEED-FARM SUPPLIES. . . . .	367	193 181	68.9	500	ALL OTHER MERCHANDISE . . . . .	8	71	0.7
460	REPTG ADDL DETAIL FOR LINE 460. . . . .	341	204 212	100.0	520	NONMERCHANDISE RECEIPTS . . . . .	21	386	3.7
460	HAY-GRAIN-FEED-FARM SUPPLIES. . . . .	341	183 500	89.9	HAY, GRAIN, FEED STORES (SIC 5962)				
461	HAY-GRAIN-FEED . . . . .	256	103 011	50.4	TOTAL . . . . .				
462	SEED . . . . .	288	(o)	(D)	256	159 817	(x)		
463	FERTILIZERS-INSECTICIDES-FUNGICIDES. . . . .	253	20 916	10.2	REPTG SALES BY BROAD MDSE LINES . . . . .				
464	OTHER FARM SUPPLIES. . . . .	234	(D)	(D)	240	155 436	100.0		
480	HOUSEHOLD FUELS-ICE . . . . .	28	2 013	0.7	020	GROCERIES-OTHER FOODS . . . . .	4	(o)	(D)
500	ALL OTHER MERCHANDISE . . . . .	148	8 318	3.0	100	CIGARS-CIGARETTES-TOBACCO . . . . .	2	(D)	(D)
520	NONMERCHANDISE RECEIPTS . . . . .	265	5 475	2.0	140	MEN'S-BOYS' CLOTHING, EXC. FOOTWEAR . . . . .	2	(D)	(D)
800	RECEIPTS FOR SERVICES . . . . .	287	31 169	11.1	200	CURTAINS-ORAPERIES-DRY GOODS. . . . .	1	(D)	(o)
800	REPTG ADDL DETAIL FOR LINE 800. . . . .	286	171 604	100.0	220	MAJOR APPL.-RADIO-TV-MUSICAL INSTR. . . . .	4	79	0.1
800	RECEIPTS FOR SERVICES . . . . .	286	31 168	18.2	240	FURNITURE-SLEEP EQUIP.-FLOOR COVERINGS. . . . .	1	(D)	(D)
811	STORAGE FOR COMMODITY CREDIT CORP. . . . .	3	(D)	(D)	320	HARDWARE. . . . .	126	10 409	6.7
821	STORAGE FOR OTHERS . . . . .	5	(D)	(D)	340	LUMBER-BUILDING MATERIALS . . . . .	27	650	0.4
831	HAULING-TRUCKING . . . . .	168	(D)	(D)	340	REPTG ADDL DETAIL FOR LINE 340. . . . .	14	7 679	100.0
841	CUSTOM GRINDING AND MIXING-HULLING . . . . .	249	22 020	12.8	340	LUMBER-BUILDING MATERIALS . . . . .	14	485	6.3
851	AUTOMOBILE REPAIR SERVICES . . . . .	3	(z)	(z)	362	LUMBER-MILLWORK. . . . .	2	(D)	(D)
861	OTHER SERVICES . . . . .	125	(D)	(D)	363	OTHER BUILDING MATERIALS . . . . .	13	(D)	(D)
FOOD STORES (SIC 54)					OTHER FARM SUPPLY STORES (SIC 5969 PART)				
TOTAL . . . . .					TOTAL . . . . .				
REPTG SALES BY BROAD MDSE LINES . . . . .					TOTAL . . . . .				
020	GROCERIES-OTHER FOODS . . . . .	38	18 801	76.2	122	59 863	(x)		
040	MEALS-SNACKS. . . . .	4	(D)	(D)	REPTG SALES BY BROAD MDSE LINES . . . . .				
060	ALCOHOLIC DRINKS. . . . .	2	(D)	(D)	120	59 374	100.0		
080	PACKAGED ALCOHOLIC BEVERAGES. . . . .	9	448	1.8	320	HARDWARE. . . . .	13	426	0.7
100	CIGARS-CIGARETTES-TOBACCO . . . . .	25	914	3.7	340	LUMBER-BUILDING MATERIALS . . . . .	3	(D)	(D)
120	COSMETICS-DRUGS-HEALTH NEEDS-CLEANERS . . . . .	22	830	3.4	340	REPTG ADDL DETAIL FOR LINE 340. . . . .	3	2 776	100.0
140	MEN'S-BOYS' CLOTHING, EXC. FOOTWEAR . . . . .	3	(D)	(D)	340	LUMBER-BUILDING MATERIALS . . . . .	3	(D)	(D)
160	WOMEN'S-GIRLS' CLOTHING, EXC. FOOTWEAR. . . . .	2	(D)	(D)	363	OTHER BUILDING MATERIALS . . . . .	3	(D)	(D)
180	ALL FOOTWEAR. . . . .	1	(D)	(D)	380	AUTOMOBILES-TRUCKS. . . . .	3	(D)	(D)
220	MAJOR APPL.-RADIO-TV-MUSICAL INSTR. . . . .	1	(D)	(D)	400	AUTO FUELS-LUBRICANTS . . . . .	11	1 611	2.7
260	KITCHENWARE-HOME FURNISHINGS. . . . .	3	48	0.2	420	TIRES-BATTERIES-ACCESSORIES . . . . .	13	159	0.3
300	SPORTING-RECREATION EQUIPMENT . . . . .	1	(D)	(D)	440	FARM EQUIPMENT, MACHINERY . . . . .	5	(D)	(D)
320	HARDWARE. . . . .	2	(D)	(D)	460	HAY-GRAIN-FEED-FARM SUPPLIES. . . . .	120	54 973	92.6
340	LUMBER-BUILDING MATERIALS . . . . .	1	(D)	(D)	460	REPTG ADDL DETAIL FOR LINE 460. . . . .	117	57 667	100.0
340	REPTG ADDL DETAIL FOR LINE 340. . . . .	1	(D)	(D)	460	HAY-GRAIN-FEED-FARM SUPPLIES. . . . .	117	54 251	94.1
340	LUMBER-BUILDING MATERIALS . . . . .	1	(D)	(D)	461	HAY-GRAIN-FEED . . . . .	33	(D)	(D)
362	LUMBER-MILLWORK. . . . .	1	(D)	(D)	462	SEED . . . . .	105	(D)	(D)
400	AUTO FUELS-LUBRICANTS . . . . .	1	(D)	(D)	463	FERTILIZERS-INSECTICIDES-FUNGICIDES. . . . .	38	6 055	10.5
460	HAY-GRAIN-FEED-FARM SUPPLIES. . . . .	2	(D)	(D)	464	OTHER FARM SUPPLIES. . . . .	113	11 202	19.4
460	REPTG ADDL DETAIL FOR LINE 460. . . . .	1	(D)	(D)	GASOLINE SERVICE STATIONS (SIC 55 PART 554)				
460	HAY-GRAIN-FEED-FARM SUPPLIES. . . . .	1	(D)	(D)	TOTAL . . . . .				
461	HAY-GRAIN-FEED . . . . .	1	(D)	(D)	REPTG SALES BY BROAD MDSE LINES . . . . .				
462	SEED . . . . .	1	(D)	(D)	7	1 747	100.0		
463	FERTILIZERS-INSECTICIDES-FUNGICIDES. . . . .	1	(D)	(D)	320	HARDWARE. . . . .	1	(D)	(D)
480	HOUSEHOLD FUELS-ICE . . . . .	2	(D)	(D)	400	AUTO FUELS-LUBRICANTS . . . . .	7	1 261	72.2
500	ALL OTHER MERCHANDISE . . . . .	19	1 673	6.8	420	TIRES-BATTERIES-ACCESSORIES . . . . .	6	80	4.6
520	NONMERCHANDISE RECEIPTS . . . . .	5	79	0.3	440	FARM EQUIPMENT, MACHINERY . . . . .	1	(D)	(D)
800	RECEIPTS FOR SERVICES . . . . .	1	(D)	(D)	520	NONMERCHANDISE RECEIPTS . . . . .	2	(D)	(D)
800	REPTG ADDL DETAIL FOR LINE 800. . . . .	1	(D)	(D)	800	RECEIPTS FOR SERVICES . . . . .	1	(D)	(D)
800	RECEIPTS FOR SERVICES . . . . .	1	(D)	(D)	Standard Notes: - Represents zero. (D) Withheld to avoid disclosure. (NA) Not available. (X) Not applicable.				
841	CUSTOM GRINDING AND MIXING-HULLING . . . . .	1	(D)	(D)					







TABLE 7. Merchandise Line Sales by Geographic Divisions: 1963--Continued

[Includes only establishments with payroll. For explanation of tables, including lines identified by ▲▲▲▲▲, see "Description of the Tables" in front]

Table with 10 columns: Merchandise line code, Kind of business and merchandise line, Establishments (number), Sales (\$1,000), Percent of sales accounted for by the specified merchandise line, and similar columns for a second set of data.

Standard Notes: (D) Withheld to avoid disclosure. (NA) Not available. (X) Not applicable.











TABLE 7. Merchandise Line Sales by Geographic Divisions: 1963--Continued

[Includes only establishments with payroll. For explanation of tables, including lines identified by ▲▲▲▲▲▲, see "Description of the Tables" in front]

Merchandise line code	Kind of business and merchandise line	Estab- lishments (number)	Sales (\$1,000)	Percent of sales accounted for by the specified merchandise line	Merchandise line code	Kind of business and merchandise line	Estab- lishments (number)	Sales (\$1,000)	Percent of sales accounted for by the specified merchandise line
PACIFIC--CON.					PACIFIC--CON.				
HAY, GRAIN, FEED STORES (SIC 5962)					OTHER FARM SUPPLY STORES (SIC 5969 PART)				
	TOTAL . . . . .	98	113 077	(X)		TOTAL . . . . .	77	25 689	(X)
	REPTG SALES BY BROAD MDSE LINES . .	89	111 304	100.0		REPTG SALES BY BROAD MDSE LINES . .	65	23 601	100.0
020	GROCERIES--OTHER FOODS . . . . .	6	(D)	(D)	020	GROCERIES--OTHER FOODS . . . . .	5	313	1.3
100	CIGARS--CIGARETTES--TOBACCO . . . . .	2	(D)	(D)	100	CIGARS--CIGARETTES--TOBACCO . . . . .	2	(D)	(D)
120	COSMETICS--DRUGS--HEALTH NEEDS--CLEANERS . . . . .	1	(D)	(D)	120	COSMETICS--DRUGS--HEALTH NEEDS--CLEANERS . . . . .	1	(D)	(D)
160	WOMEN'S--GIRLS' CLOTHING, EXC. FOOTWEAR . . . . .	2	(D)	(D)	140	MEN'S--BOYS' CLOTHING, EXC. FOOTWEAR . . . . .	1	(D)	(D)
180	ALL FOOTWEAR . . . . .	2	(D)	(D)	220	MAJOR APPL.--RADIO-TV-MUSICAL INSTR. . . . .	3	(D)	(D)
220	MAJOR APPL.--RADIO-TV-MUSICAL INSTR. . . . .	2	(D)	(D)	260	KITCHENWARE--HOME FURNISHINGS . . . . .	3	(D)	(D)
240	FURNITURE--SLEEP EQUIP.--FLOOR COVERINGS . . . . .	1	(D)	(D)	300	SPORTING--RECREATION EQUIPMENT . . . . .	1	(D)	(D)
260	KITCHENWARE--HOME FURNISHINGS . . . . .	2	(D)	(D)	320	HARDWARE . . . . .	35	1 605	6.8
320	HARDWARE . . . . .	41	1 391	1.2	340	LUMBER--BUILDING MATERIALS . . . . .	15	304	1.3
340	LUMBER--BUILDING MATERIALS . . . . .	4	(D)	(D)					
340	REPTG ADDL DETAIL FOR LINE 340 . . . . .	3	2 624	100.0	340	REPTG ADDL DETAIL FOR LINE 340 . . . . .	12	4 373	100.0
340	LUMBER--BUILDING MATERIALS . . . . .	3	(D)	(D)	340	LUMBER--BUILDING MATERIALS . . . . .	12	228	5.2
362	LUMBER--MILLWORK . . . . .	1	(D)	(D)	363	OTHER BUILDING MATERIALS . . . . .	12	228	5.2
363	OTHER BUILDING MATERIALS . . . . .	3	(D)	(D)					
380	AUTOMOBILES--TRUCKS . . . . .	1	(D)	(D)	400	AUTO FUELS--LUBRICANTS . . . . .	23	2 230	9.4
400	AUTO FUELS--LUBRICANTS . . . . .	27	(D)	(D)	420	TIRES--BATTERIES--ACCESSORIES . . . . .	34	415	1.8
420	TIRES--BATTERIES--ACCESSORIES . . . . .	33	(D)	(D)	440	FARM EQUIPMENT, MACHINERY . . . . .	13	522	2.2
440	FARM EQUIPMENT, MACHINERY . . . . .	27	1 012	0.9	460	HAY--GRAIN--FEED--FARM SUPPLIES . . . . .	65	16 874	71.5
460	HAY--GRAIN--FEED--FARM SUPPLIES . . . . .	89	95 000	85.4					
460	REPTG ADDL DETAIL FOR LINE 460 . . . . .	57	63 418	100.0	460	REPTG ADDL DETAIL FOR LINE 460 . . . . .	56	19 141	100.0
460	HAY--GRAIN--FEED--FARM SUPPLIES . . . . .	57	52 970	83.5	460	HAY--GRAIN--FEED--FARM SUPPLIES . . . . .	56	14 366	75.1
461	HAY--GRAIN--FEED . . . . .	57	45 384	71.6	461	HAY--GRAIN--FEED . . . . .	30	2 039	10.7
462	SEED . . . . .	39	1 460	2.3	462	SEED . . . . .	37	1 378	7.2
463	FERTILIZERS--INSECTICIDES--FUNGICIDES . . . . .	39	4 027	6.3	463	FERTILIZERS--INSECTICIDES--FUNGICIDES . . . . .	49	7 948	41.5
464	OTHER FARM SUPPLIES . . . . .	45	2 102	3.3	464	OTHER FARM SUPPLIES . . . . .	45	3 035	15.9
480	HOUSEHOLD FUELS--ICE . . . . .	26	(D)	(D)	480	HOUSEHOLD FUELS--ICE . . . . .	17	619	2.6
500	ALL OTHER MERCHANDISE . . . . .	11	124	0.1	500	ALL OTHER MERCHANDISE . . . . .	6	(D)	(D)
520	NONMERCHANDISE RECEIPTS . . . . .	15	843	0.8	520	NONMERCHANDISE RECEIPTS . . . . .	31	541	2.3
800	RECEIPTS FOR SERVICES . . . . .	11	270	0.2	800	RECEIPTS FOR SERVICES . . . . .	12	175	0.7
800	REPTG ADDL DETAIL FOR LINE 800 . . . . .	11	16 314	100.0	800	REPTG ADDL DETAIL FOR LINE 800 . . . . .	12	6 416	100.0
800	RECEIPTS FOR SERVICES . . . . .	11	270	1.7	800	RECEIPTS FOR SERVICES . . . . .	12	175	2.7
831	HAULING--TRUCKING . . . . .	1	(D)	(D)	821	STORAGE FOR OTHERS . . . . .	3	(D)	(D)
841	CUSTOM GRINDING AND MIXING--HULLING . . . . .	4	(D)	(D)	841	CUSTOM GRINDING AND MIXING--HULLING . . . . .	2	(D)	(D)
851	AUTOMOBILE REPAIR SERVICES . . . . .	1	(D)	(D)	851	AUTOMOBILE REPAIR SERVICES . . . . .	3	57	0.9
861	OTHER SERVICES . . . . .	7	(D)	(D)	861	OTHER SERVICES . . . . .	4	(D)	(D)

Standard Notes: - Represents zero. (D) Withheld to avoid disclosure. (NA) Not available. (X) Not applicable.



TABLE 9. Type of Operation and Selected Kinds of Business—United States: 1963

Type of operation and kind of business	Establishments (number)	Sales (\$1,000)	Payroll, entire year (\$1,000)	Payroll, workweek ended nearest Nov. 15 (dollars)	Paid employees workweek ended nearest Nov. 15 (number)
WHOLESALE TRADE: TOTAL . . . . .	7 925	14 460 302	407 951	8 251 687	86 661
MERCHANT WHOLESALERS: TOTAL . . . . .	1 424	6 473 728	180 482	3 541 103	32 185
WHOLESALE MERCHANTS; DISTRIBUTORS . . . . .	1 216	5 306 268	167 259	3 265 114	29 872
GROCERIES AND RELATED PRODUCTS:					
GENERAL-LINE GROCERIES: TOTAL . . . . .	161	2 913 167	78 918	1 539 099	13 522
RETAILER-COOPERATIVE GROCERIES . . . . .	147	2 838 327	75 970	1 468 005	12 995
OTHER GROCERIES . . . . .	14	74 840	2 948	71 094	527
DAIRY PRODUCTS . . . . .	117	(D)	(D)	(D)	(D)
POULTRY; POULTRY PRODUCTS . . . . .	24	(D)	(D)	(D)	(D)
FISH; SEAFOOD . . . . .	13	(D)	(D)	(D)	(D)
FRESH FRUITS; VEGETABLES . . . . .	55	58 976	3 421	66 105	656
OTHER FOODS . . . . .	48	53 772	2 812	60 007	692
FARM PRODUCTS—RAW MATERIALS:					
COTTON . . . . .	11	(D)	(D)	(D)	(D)
GRAIN . . . . .	71	161 744	2 137	39 554	414
LIVESTOCK—EXCEPT HORSES AND MULES . . . . .	15	(D)	(D)	(D)	(D)
MISCELLANEOUS FARM PRODUCTS . . . . .	12	17 978	790	17 435	283
FARM SUPPLIES: TOTAL . . . . .	173	372 557	15 511	294 650	2 684
FEEDS—ANIMAL AND POULTRY . . . . .	39	145 114	5 256	101 602	971
FERTILIZER; AGRICULTURAL CHEMICALS . . . . .	89	114 721	5 217	93 372	785
SEEDS (FIELD; VEGETABLE; FLOWER); BULBS . . . . .	32	51 768	2 170	41 944	419
OTHER FARM SUPPLIES . . . . .	13	60 954	2 868	57 732	509
OTHER . . . . .	516	958 715	45 303	887 718	7 791
TERMINAL GRAIN ELEVATORS . . . . .	160	966 825	10 735	227 043	1 888
WAGON; TRUCK DISTRIBUTORS . . . . .	21	4 073	915	17 084	174
OTHER MERCHANT WHOLESALERS . . . . .	27	196 562	1 573	31 862	251
MANUFACTURERS; SALES BRANCHES; SALES OFFICES: TOTAL . . . . .	169	504 380	22 343	443 974	3 526
MANUFACTURERS' SALES BRANCHES . . . . .	131	263 751	18 707	374 063	3 024
DAIRY PRODUCTS . . . . .	67	119 526	5 177	101 326	933
OTHER . . . . .	64	144 225	13 530	272 737	2 091
MANUFACTURERS' SALES OFFICES . . . . .	38	240 629	3 636	69 911	502
PETROLEUM BULK PLANTS; TERMINALS: TOTAL . . . . .	2 121	721 060	48 385	964 268	10 428
MERCHANDISE AGENTS; BROKERS: TOTAL . . . . .	561	3 897 364	54 204	1 115 807	11 653
AUCTION COMPANIES . . . . .	55	206 114	1 956	45 374	802
LIVESTOCK . . . . .	23	87 037	691	17 180	398
LEAF TOBACCO . . . . .	21	108 891	964	22 287	309
OTHER . . . . .	11	10 186	301	5 907	95
MERCHANDISE BROKERS FOR BUYERS OR SELLERS . . . . .	36	326 996	3 727	80 051	661
GROCERIES AND RELATED PRODUCTS . . . . .	20	216 884	1 816	38 808	307
OTHER . . . . .	16	110 112	1 911	41 243	354
COMMISSION MERCHANTS					
DAIRY PRODUCTS . . . . .	90	793 981	8 126	151 067	1 486
FRESH FRUITS; VEGETABLES . . . . .	12	111 054	2 410	43 307	405
GRAIN . . . . .	26	94 431	1 707	35 806	350
LIVESTOCK . . . . .	17	296 226	1 822	31 387	262
OTHER . . . . .	21	265 150	1 561	30 119	364
OTHER . . . . .	14	27 120	626	10 448	105
MANUFACTURERS' AGENTS . . . . .	20	33 097	1 003	18 037	107
SELLING AGENTS . . . . .	342	2 342 181	36 996	772 143	8 239
DAIRY PRODUCTS . . . . .	57	529 329	12 966	269 714	2 305
FRESH FRUITS; VEGETABLES . . . . .	115	355 869	5 671	105 226	1 133
GRAIN . . . . .	15	66 087	504	7 289	70
LIVESTOCK . . . . .	85	699 121	4 994	105 466	1 387
OTHER . . . . .	70	691 775	12 861	284 448	3 344
OTHER MERCHANDISE AGENTS; BROKERS . . . . .	18	194 995	2 396	49 135	358
FARM PRODUCTS ASSEMBLERS: TOTAL . . . . .	3 650	2 863 770	102 537	2 186 535	28 869
COUNTRY GRAIN ELEVATORS . . . . .	2 915	2 043 675	50 132	983 438	11 325
CREAM PRODUCE STATIONS . . . . .	59	67 312	3 154	61 476	741
DAIRY PRODUCTS . . . . .	39	44 359	1 467	22 637	258
POULTRY; POULTRY PRODUCTS . . . . .	20	22 953	1 687	38 839	483
COMMISSION BUYERS OF FARM PRODUCTS . . . . .	13	7 563	214	2 998	53
PACKING HOUSES—FRESH FRUITS; VEGETABLES . . . . .	225	277 060	32 662	798 274	12 508
LIVESTOCK CONCENTRATION YARDS . . . . .	71	98 546	945	18 313	255
BUYERS OF FARM PRODUCTS . . . . .	367	369 614	15 430	322 036	3 987
DAIRY PRODUCTS . . . . .	114	148 496	6 238	124 575	1 336
POULTRY; POULTRY PRODUCTS . . . . .	81	69 106	3 624	79 766	1 076
FRESH FRUITS; VEGETABLES . . . . .	36	22 865	904	19 932	285
COTTON . . . . .	36	25 261	719	15 095	225
GRAIN . . . . .	29	20 004	570	10 794	131
LIVESTOCK . . . . .	30	36 496	667	13 269	179
OTHER FARM PRODUCTS . . . . .	24	28 331	1 465	34 609	531
FARM SUPPLIES . . . . .	14	16 264	901	17 234	164
OTHER . . . . .	3	2 791	342	6 762	60

Standard Notes: - Represents zero. (D) Withheld to avoid disclosure. (NA) Not available. (X) Not applicable.

TABLE 10. Type of Operation by States: 1963

State and type of operation	Estab- lish- ments (number)	Sales (\$1,000)	Payroll, entire year (\$1,000)	Payroll, workweek ended nearest Nov. 15 (dollars)	Paid employees, workweek ended nearest Nov. 15 (\$1,000)	State and type of operation	Estab- lish- ments (number)	Sales (\$1,000)	Payroll, entire year (\$1,000)	Payroll, workweek ended nearest Nov. 15 (dollars)	Paid employees, workweek ended nearest Nov. 15 (number)
ALABAMA						HAWAII					
TOTAL . . . . .	24	67 822	1 370	26 685	367	TOTAL . . . . .	23	51 577	2 684	56 526	417
ALASKA						IDAHO					
TOTAL . . . . .	3	783	156	2 913	19	TOTAL . . . . .	107	(D)	(D)	(D)	(D)
ARIZONA						MERCHANT WHOLESALERS . . . . .					
TOTAL . . . . .	22	110 894	3 666	87 466	1 345	MANUFACTURERS' SALES BRANCHES, OFFICES . . . . .	19	(D)	(D)	(D)	(D)
ARKANSAS						PETROLEUM BULK PLANTS, TERMINALS . . . . .					
TOTAL . . . . .	31	44 697	2 207	57 130	542	MERCHANDISE AGENTS, BROKERS . . . . .	1	(D)	(D)	(D)	(D)
MERCHANT WHOLESALERS . . . . .	12	14 520	1 317	26 023	297	ASSEMBLERS OF FARM PRODUCTS . . . . .	67	33 659	1 774	41 889	579
MANUFACTURERS' SALES BRANCHES, OFFICES . . . . .	1	(D)	(D)	(D)	(D)	ILLINOIS					
PETROLEUM BULK PLANTS, TERMINALS . . . . .	10	(D)	(D)	(D)	(D)	TOTAL . . . . .	534	1 449 914	30 150	584 128	5 022
MERCHANDISE AGENTS, BROKERS . . . . .	2	(D)	(D)	(D)	(D)	MERCHANT WHOLESALERS . . . . .	77	650 706	15 319	291 103	2 158
ASSEMBLERS OF FARM PRODUCTS . . . . .	6	(D)	(D)	(D)	(D)	MANUFACTURERS' SALES BRANCHES, OFFICES . . . . .	10	35 413	869	17 938	130
CALIFORNIA						PETROLEUM BULK PLANTS, TERMINALS . . . . .					
TOTAL . . . . .	348	2 241 470	70 572	1 409 054	14 763	MERCHANDISE AGENTS, BROKERS . . . . .	151	91 641	5 465	104 472	1 087
MERCHANT WHOLESALERS . . . . .	120	1 046 680	27 562	509 992	4 372	ASSEMBLERS OF FARM PRODUCTS . . . . .	30	364 390	2 715	55 699	429
MANUFACTURERS' SALES BRANCHES, OFFICES . . . . .	15	202 431	2 961	50 349	368	INDIANA					
PETROLEUM BULK PLANTS, TERMINALS . . . . .	3	(D)	(D)	(D)	(D)	TOTAL . . . . .	358	532 576	11 859	243 982	2 426
MERCHANDISE AGENTS, BROKERS . . . . .	74	775 531	19 373	412 047	4 434	MERCHANT WHOLESALERS . . . . .	32	178 830	3 514	82 163	642
ASSEMBLERS OF FARM PRODUCTS . . . . .	136	(D)	(D)	(D)	(D)	MANUFACTURERS' SALES BRANCHES, OFFICES . . . . .	5	(D)	(D)	(D)	(D)
COLORADO						PETROLEUM BULK PLANTS, TERMINALS . . . . .					
TOTAL . . . . .	117	274 702	6 836	139 210	1 409	MERCHANDISE AGENTS, BROKERS . . . . .	84	52 717	2 314	42 824	441
MERCHANT WHOLESALERS . . . . .	19	124 838	3 025	61 049	533	ASSEMBLERS OF FARM PRODUCTS . . . . .	16	(D)	(D)	(D)	(D)
MANUFACTURERS' SALES BRANCHES, OFFICES . . . . .	3	(D)	(D)	(D)	(D)	IOWA					
PETROLEUM BULK PLANTS, TERMINALS . . . . .	34	6 989	677	13 248	151	TOTAL . . . . .	604	689 852	18 621	356 636	3 656
MERCHANDISE AGENTS, BROKERS . . . . .	12	(D)	(D)	(D)	(D)	MERCHANT WHOLESALERS . . . . .	51	189 397	4 194	89 663	760
ASSEMBLERS OF FARM PRODUCTS . . . . .	49	37 958	1 403	28 048	368	MANUFACTURERS' SALES BRANCHES, OFFICES . . . . .	-	-	-	-	-
CONNECTICUT						PETROLEUM BULK PLANTS, TERMINALS . . . . .					
TOTAL . . . . .	25	54 211	2 292	54 019	689	MERCHANDISE AGENTS, BROKERS . . . . .	243	86 836	6 278	114 817	1 164
MERCHANT WHOLESALERS . . . . .	15	41 205	1 269	23 923	242	ASSEMBLERS OF FARM PRODUCTS . . . . .	12	137 971	1 721	29 282	313
MANUFACTURERS' SALES BRANCHES, OFFICES . . . . .	2	(D)	(D)	(D)	(D)	KANSAS					
PETROLEUM BULK PLANTS, TERMINALS . . . . .	1	(D)	(D)	(D)	(D)	TOTAL . . . . .	514	413 126	12 303	243 751	2 522
MERCHANDISE AGENTS, BROKERS . . . . .	2	(D)	(D)	(D)	(D)	MERCHANT WHOLESALERS . . . . .	30	(D)	(D)	(D)	(D)
ASSEMBLERS OF FARM PRODUCTS . . . . .	5	4 845	618	20 986	389	MANUFACTURERS' SALES BRANCHES, OFFICES . . . . .	1	(D)	(D)	(D)	(D)
DELAWARE						PETROLEUM BULK PLANTS, TERMINALS . . . . .					
TOTAL . . . . .	7	(D)	(D)	(D)	(D)	MERCHANDISE AGENTS, BROKERS . . . . .	180	33 692	2 469	48 907	541
DISTRICT OF COLUMBIA						ASSEMBLERS OF FARM PRODUCTS . . . . .					
TOTAL . . . . .	9	31 951	1 762	40 083	304	296	213 112	5 872	115 767	1 270	
FLORIDA						KENTUCKY					
TOTAL . . . . .	83	246 045	12 470	283 960	4 773	TOTAL . . . . .	43	96 106	2 534	49 313	554
MERCHANT WHOLESALERS . . . . .	19	86 514	2 863	58 596	734	MERCHANT WHOLESALERS . . . . .	16	41 231	1 316	26 337	297
MANUFACTURERS' SALES BRANCHES, OFFICES . . . . .	1	(D)	(D)	(D)	(D)	MANUFACTURERS' SALES BRANCHES, OFFICES . . . . .	1	(D)	(D)	(D)	(D)
PETROLEUM BULK PLANTS, TERMINALS . . . . .	3	(D)	(D)	(D)	(D)	PETROLEUM BULK PLANTS, TERMINALS . . . . .	3	(D)	(D)	(D)	(D)
MERCHANDISE AGENTS, BROKERS . . . . .	22	82 497	1 097	20 214	195	MERCHANDISE AGENTS, BROKERS . . . . .	20	49 777	843	16 834	186
ASSEMBLERS OF FARM PRODUCTS . . . . .	38	75 153	8 278	197 773	3 724	ASSEMBLERS OF FARM PRODUCTS . . . . .	3	(D)	(D)	(D)	(D)
GEORGIA						LOUISIANA					
TOTAL . . . . .	45	97 197	4 154	82 045	1 029	TOTAL . . . . .	25	23 225	946	18 114	239
MERCHANT WHOLESALERS . . . . .	18	70 192	3 109	59 979	719	MERCHANT WHOLESALERS . . . . .	14	14 745	743	14 355	167
MANUFACTURERS' SALES BRANCHES, OFFICES . . . . .	4	(D)	(D)	(D)	(D)	MANUFACTURERS' SALES BRANCHES, OFFICES . . . . .	-	-	-	-	-
PETROLEUM BULK PLANTS, TERMINALS . . . . .	-	-	-	-	-	PETROLEUM BULK PLANTS, TERMINALS . . . . .	1	(D)	(D)	(D)	(D)
MERCHANDISE AGENTS, BROKERS . . . . .	5	7 758	134	2 888	26	MERCHANDISE AGENTS, BROKERS . . . . .	7	(D)	(D)	(D)	(D)
ASSEMBLERS OF FARM PRODUCTS . . . . .	18	(D)	(D)	(D)	(D)	ASSEMBLERS OF FARM PRODUCTS . . . . .	3	(D)	(D)	(D)	(D)
MAINE						TOTAL . . . . .					
TOTAL . . . . .	14	12 363	560	8 989	88						

Standard Notes: - Represents zero. (D) Withheld to avoid disclosure. (NA) Not available. (X) Not applicable.



TABLE 10. Type of Operation by States: 1963—Continued

State and type of operation	Estab-lish-ments (number)	Sales (\$1,000)	Payroll, entire year (\$1,000)	Payroll, workweek ended nearest Nov. 15	Paid employees, workweek ended nearest Nov. 15 (number)	State and type of operation	Estab-lish-ments (number)	Sales (\$1,000)	Payroll, entire year (\$1,000)	Payroll, workweek ended nearest Nov. 15	Paid employees, workweek ended nearest Nov. 15 (number)
PENNSYLVANIA						UTAH					
TOTAL . . . . .	148	397 947	16 585	307 227	3 159	TOTAL . . . . .	28	132 685	2 436	48 291	436
MERCHANT WHOLESALERS . . . . .	51	236 033	11 381	200 191	2 059	MERCHANT WHOLESALERS . . . . .	6	(D)	(D)	(D)	(D)
MANUFACTURERS' SALES BRANCHES, OFFICES . . . . .	12	(D)	(D)	(D)	(D)	MANUFACTURERS' SALES BRANCHES, OFFICES . . . . .	2	(D)	(D)	(D)	(D)
PETROLEUM BULK PLANTS, TERMINALS . . . . .	36	(D)	(D)	(D)	(D)	PETROLEUM BULK PLANTS, TERMINALS . . . . .	4	413	40	472	6
MERCHANDISE AGENTS, BROKERS . . . . .	16	72 582	1 120	22 118	232	MERCHANDISE AGENTS, BROKERS . . . . .	7	(D)	(D)	(D)	(D)
ASSEMBLERS OF FARM PRODUCTS . . . . .	33	31 432	1 663	34 890	431	ASSEMBLERS OF FARM PRODUCTS . . . . .	9	(D)	(D)	(D)	(D)
RHODE ISLAND						VERMONT					
TOTAL . . . . .	7	(D)	(D)	(D)	(D)	TOTAL . . . . .	15	(D)	(D)	(D)	(D)
SOUTH CAROLINA						VIRGINIA					
TOTAL . . . . .	30	27 264	1 507	28 696	321	TOTAL . . . . .	61	213 641	5 297	108 361	1 303
MERCHANT WHOLESALERS . . . . .	14	18 530	970	18 904	206	MERCHANT WHOLESALERS . . . . .	25	119 414	3 500	66 996	821
MANUFACTURERS' SALES BRANCHES, OFFICES . . . . .	1	(D)	(D)	(D)	(D)	MANUFACTURERS' SALES BRANCHES, OFFICES . . . . .	1	(D)	(D)	(D)	(D)
PETROLEUM BULK PLANTS, TERMINALS . . . . .	2	(D)	(D)	(D)	(D)	PETROLEUM BULK PLANTS, TERMINALS . . . . .	5	(D)	(D)	(D)	(D)
MERCHANDISE AGENTS, BROKERS . . . . .	5	(D)	(D)	(D)	(D)	MERCHANDISE AGENTS, BROKERS . . . . .	11	64 059	802	16 492	173
ASSEMBLERS OF FARM PRODUCTS . . . . .	8	5 667	390	7 753	92	ASSEMBLERS OF FARM PRODUCTS . . . . .	19	14 102	600	16 951	240
SOUTH DAKOTA						WASHINGTON					
TOTAL . . . . .	297	143 755	5 295	106 791	1 270	TOTAL . . . . .	264	413 762	17 549	394 530	4 356
MERCHANT WHOLESALERS . . . . .	14	8 332	427	7 618	82	MERCHANT WHOLESALERS . . . . .	68	231 440	8 860	168 707	1 434
MANUFACTURERS' SALES BRANCHES, OFFICES . . . . .	-	-	-	-	-	MANUFACTURERS' SALES BRANCHES, OFFICES . . . . .	15	7 753	1 037	24 439	157
PETROLEUM BULK PLANTS, TERMINALS . . . . .	110	30 589	2 551	52 911	610	PETROLEUM BULK PLANTS, TERMINALS . . . . .	44	12 807	1 124	21 362	208
MERCHANDISE AGENTS, BROKERS . . . . .	4	(D)	(D)	(D)	(D)	MERCHANDISE AGENTS, BROKERS . . . . .	13	67 898	1 279	27 475	282
ASSEMBLERS OF FARM PRODUCTS . . . . .	169	(D)	(D)	(D)	(D)	ASSEMBLERS OF FARM PRODUCTS . . . . .	124	93 864	5 249	152 547	2 275
TENNESSEE						WEST VIRGINIA					
TOTAL . . . . .	59	111 008	3 060	65 238	748	TOTAL . . . . .	25	31 267	812	16 751	223
MERCHANT WHOLESALERS . . . . .	25	48 609	2 058	43 266	455	MERCHANT WHOLESALERS . . . . .	15	(D)	(D)	(D)	(D)
MANUFACTURERS' SALES BRANCHES, OFFICES . . . . .	3	(D)	(D)	(D)	(D)	MANUFACTURERS' SALES BRANCHES, OFFICES . . . . .	-	-	-	-	-
PETROLEUM BULK PLANTS, TERMINALS . . . . .	12	4 538	207	4 065	50	PETROLEUM BULK PLANTS, TERMINALS . . . . .	2	(D)	(D)	(D)	(D)
MERCHANDISE AGENTS, BROKERS . . . . .	12	(D)	(D)	(D)	(D)	MERCHANDISE AGENTS, BROKERS . . . . .	7	(D)	(D)	(D)	(D)
ASSEMBLERS OF FARM PRODUCTS . . . . .	7	5 965	92	2 092	29	ASSEMBLERS OF FARM PRODUCTS . . . . .	1	(D)	(D)	(D)	(D)
TEXAS						WISCONSIN					
TOTAL . . . . .	204	521 625	13 908	360 812	3 291	TOTAL . . . . .	295	372 554	10 685	209 786	2 363
MERCHANT WHOLESALERS . . . . .	70	349 911	8 888	255 769	2 078	MERCHANT WHOLESALERS . . . . .	45	162 731	4 169	81 140	819
MANUFACTURERS' SALES BRANCHES, OFFICES . . . . .	8	17 916	601	11 593	117	MANUFACTURERS' SALES BRANCHES, OFFICES . . . . .	4	(D)	(D)	(D)	(D)
PETROLEUM BULK PLANTS, TERMINALS . . . . .	18	7 131	673	12 762	148	PETROLEUM BULK PLANTS, TERMINALS . . . . .	178	55 826	4 159	80 372	924
MERCHANDISE AGENTS, BROKERS . . . . .	22	73 156	1 119	24 122	274	MERCHANDISE AGENTS, BROKERS . . . . .	25	118 616	1 100	20 395	322
ASSEMBLERS OF FARM PRODUCTS . . . . .	86	73 511	2 627	56 566	674	ASSEMBLERS OF FARM PRODUCTS . . . . .	43	(D)	(D)	(D)	(D)
WYOMING						WYOMING					
TOTAL . . . . .	24	6 364	415	8 558	91	TOTAL . . . . .	24	6 364	415	8 558	91

Standard Notes: - Represents zero. (D) Withheld to avoid disclosure. (NA) Not available. (X) Not applicable.



TABLE 11. Commodity Line Sales by Kind of Business—United States: 1963

SIC industry and commodity line code	Kind of business and commodity line	Sales of specified commodity line		Establishments reporting commodity line	Col. 1 as percent of col. 4 (5)	SIC industry and commodity line code	Kind of business and commodity line	Sales of specified commodity line		Establishments reporting commodity line	Col. 1 as percent of col. 4 (5)
		Amount (\$1,000) (1)	Percent distribution (2)					Amount (\$1,000) (1)	Percent distribution (2)		
5012200	MERCHANT WHOLESALERS ALL ESTABLISHMENTS, . . . (NUMBER) 1,424 SALES NOT REPORTED BY COMMODITY LINE . . . (\$1,000) 508,486 SALES REPORTED BY COMMODITY LINE . . . . .	5 965 242	100.0	1 145	(X)	5047100	MERCHANT WHOLESALERS--CON. MEATS, PROVISIONS . . . . . FRESH, FROZEN (EXCEPT PACKAGED) MEATS CURED, BOILED, SMOKED MEATS . . . . . SAUSAGE, MEAT LOAVES . . . . . LARD . . . . . OTHER MEAT (INCL. GAME) . . . . . NOT REPORTED IN DETAIL . . . . .	118 369	2.0	71	7.9
5013120	NEW AUTOMOTIVE PARTS, EQUIPMENT, SUPPLIES (EXC. TIRES AND TUBES) . . . . . TRUCK-BUS BODIES, PARTS, EQUIP., ETC. AUTOMOBILE PTS., EQPT., SUPPLIES, ETC. NOT REPORTED IN DETAIL . . . . .	3 835	0.1	9	53.3	5048100	FRESH FRUITS, VEGETABLES, BERRIES . . . . . FRESH FRUITS, BERRIES, MELONS . . . . . FRESH VEGETABLES . . . . . NOT REPORTED IN DETAIL . . . . .	1 465 206	2.2	97	9.0
5014100	TIRES AND TUBES, NEW . . . . .	28 327	0.5	67	5.1	5049200	BAKERY PRODUCTS . . . . .	33 107	0.6	81	1.8
5022210	PHARMACEUTICALS, ANTIBIOTICS, DRUGGIST CHEMICALS, BIOLOGICALS . . . . .	31 061	0.5	36	13.3	5049300	CANNED, BOTTLED FOODS . . . . . CANNED FRUITS, FRUIT JUICES . . . . . CANNED VEGETABLES, VEGETABLE JUICES . . . . . CANNED FISH, SEAFOOD . . . . . CANNED MEATS . . . . . CANNED MILK . . . . . OTHER CANNED, BOTD. FOODS, INC. BABY FOODS . . . . . NOT REPORTED IN DETAIL . . . . .	450 681	7.6	131	20.2
5022220	PROPRIETARY PRODUCTS, TOILETRIES, DRUGGIST SUNDRIES . . . . .	88 556	1.5	101	5.2	5049410	COFFEE . . . . . GREEN COFFEE . . . . . SOLUBLE COFFEE . . . . . ROASTED COFFEE (EXCEPT SOLUBLE) . . . . . NOT REPORTED IN DETAIL . . . . .	102 127		110	5.1
5022230	TOILET SOAPS . . . . .	20 861	0.3	106	1.1	5049420	TEA . . . . .	33 822		106	1.7
5028100	PAINTS, VARNISHES, LACQUERS, ENAMELS . . . . .	10 830	0.2	67	1.8	5049500	FROZEN FOODS . . . . . FROZEN FRUITS . . . . . FROZEN JUICES . . . . . FROZEN VEGETABLES . . . . . FROZEN POULTRY (PACKAGED ONLY) . . . . . FROZEN FISH, SEAFOOD (PACKAGED ONLY) . . . . . FROZEN MEATS (PACKAGED ONLY) . . . . . FROZEN PREPARED FOODS, BAKED GOODS . . . . . OTHER PACKAGED FROZEN FOODS . . . . . NOT REPORTED IN DETAIL . . . . .	32 007		100	1.6
5029110	INDUSTRIAL ORGANIC, INORGANIC CHEMS., FATS, OILS, EXPLOSIVES, ETC. . . . .	12 025	0.2	14	2.9	5049610	SOFT DRINKS . . . . . SANDWICHES, SNACK ITEMS . . . . . FLOUR, RELATED PRODUCTS . . . . . SUGAR (REFINED) . . . . . DRIED FRUITS . . . . .	74 820	1.6	95	4.3
5029140	LAUNDRY SOAPS, CHIPS, POWDERS, DETERGENTS . . . . .	85 245	1.4	115	4.3	5049910	GROCERIES, EXCEPT AS SPECIFIED . . . . . MARGARINE, BUTTER SUBSTITUTES . . . . . COOKING OILS (INC. VEG. SHORTENINGS) . . . . . BREAKFAST CEREALS (FULLY, PARTLY COOKED) . . . . . OTHER GROC. (JAM, PICKLES, SAUCES, MAYONNAISE, NUTS--EXC. PEANUTS) . . . . . NOT REPORTED IN DETAIL . . . . .	61 698		80	3.5
5032100	YARD OR PIECE GOODS . . . . . COTTON FABRICS . . . . . RAYON, NYLON, OTHER MAN-MADE FABRICS . . . . . NOT REPORTED IN DETAIL . . . . .	5 368	0.1	11	34.6	5049920	NUTS (EDIBLE, UNSHELLED) . . . . .	96 660		114	4.6
5035200	MEN'S, BOYS' CLOTHING, FURN. (EXC. SHOES) . . . . .	1 867	0.1	5	23.7	5049930	MISCELLANEOUS FOOD PRODUCTS . . . . . COTTON (RAW), INCLUDING LINTERS . . . . . GRAINS (CORN, WHEAT, OATS, BARLEY, SORGHUM GRAINS), BEANS, ETC. . . . .	21 457		89	3.4
5035400	WOMEN'S, CHILDREN'S HOSIERY, UNDERWEAR, NOT REPORTED IN DETAIL . . . . .	1 917	0.1	7	8.1	5049940	EGGS (FRESH, STORAGE) . . . . .	2 457		3	0.6
5043100	DAIRY PRODUCTS, ICE CREAM, ICES . . . . . BUTTER . . . . . CHEESE . . . . . ICE CREAM, ICES . . . . . MILK, CREAM (FLUID) . . . . . OTHER DAIRY PRODUCTS . . . . . NOT REPORTED IN DETAIL . . . . .	3 794	0.1	4	2.3	5049950	POULTRY . . . . . LIVE POULTRY . . . . . DRESSED POULTRY, RESALES . . . . . NOT REPORTED IN DETAIL . . . . .	63 442		98	3.2
5044110	EGGS (FRESH, STORAGE) . . . . .	25 573	0.4	57	3.8	5049970	NUTS (EDIBLE, UNSHELLED) . . . . .	10 195	0.2	98	0.5
5044120	POULTRY . . . . . LIVE POULTRY . . . . . DRESSED POULTRY, RESALES . . . . . NOT REPORTED IN DETAIL . . . . .	26 158	0.4	50	2.9	5049980	MISCELLANEOUS FOOD PRODUCTS . . . . .	153 575	2.6	100	7.0
5045100	CONFECTIONERY . . . . . CANDY, ALL KINDS . . . . . CHEWING GUM . . . . . FOUNTAIN FRUITS, SYRUPS, SUPPLIES POTATO CHIPS, SALTED NUTS, OTHER CONFECTIONS . . . . . NOT REPORTED IN DETAIL . . . . .	51 647	0.9	129	2.3	5051100	COTTON (RAW), INCLUDING LINTERS . . . . .	2 194 236		66	0.5
5046100	FISH, SEAFOOD (FRESH AND FROZEN, EXCEPT PACKAGED FROZEN) . . . . .	11 479	-0.2	23	3.3	5052100	GRAINS (CORN, WHEAT, OATS, BARLEY, SORGHUM GRAINS), BEANS, ETC. . . . .	1 778 835		65	1.3

Standard Notes: - Represents zero. (D) Withheld to avoid disclosure. (NA) Not available. (X) Not applicable.

TABLE 11. Commodity Line Sales by Kind of Business—United States: 1963—Continued

SIC industry and commodity line code	Kind of business and commodity line	Sales of specified commodity line			SIC industry and commodity line code	Kind of business and commodity line	Sales of specified commodity line			Col. 1 as percent of col. 4 (5)	
		Amount (\$1,000) (1)	Percent distribution (2)	Number (3)			Amount (\$1,000) (1)	Percent distribution (2)	Number (3)		
5053100	MERCHANT WHOLESALERS--CON. LIVESTOCK (EXCEPT HORSES, MULES). . . . . CATTLE, CALVES. . . . . SHEEP, LAMBS. . . . . HOGS. . . . . NOT REPORTED IN DETAIL. . . . .	94 812 67 619 3 680 23 858 175	1.6	15	5087200	MERCHANT WHOLESALERS--CON. CUSTODIAL (JANITORS') SUPPLIES. . . . . MACHINES AND EQUIPMENT (SWEEPERS, POLISHERS, VACUUMS, WALL WASHERS, ETC.). . . . . CLEANING CHEMICALS AND SUPPLIES. . . . . NOT REPORTED IN DETAIL. . . . .	4 063	0.1	15	250 243	1.6
5059200	TOBACCO (LEAF). . . . .	5 628	0.1	5	5091213	IRON AND STEEL WIRE, WIRE PRODUCTS. . . . .	15 075	0.3	45	330 836	4.6
5059300	WOOL, MOHAIR (RAW, TOPS, NOILS) . . . . .	10 468	0.2	8	5091214	IRON AND STEEL FINISHED PRODUCTS, EXC. FLAT, WIRE, PIPE AND TUBING. . . . .	7 623	0.1	20	348 344	2.2
5062310	ELECTRICAL WIRING SUPPLIES, CONSTRUCTION MATERIALS. . . . . INTERIOR WIRING, CONSTR. MATERIALS. . . . . OUTSIDE CONSTRUCTION MATERIALS. . . . . LIGHTING FIXTURES. . . . . ELECTRIC LAMPS (INCANDESCENT AND FLUORESCENT) . . . . . MOTORS, GENERATORS, IND. CONTROLS, PANEL BOARDS, TRANSFORMERS, ETC. . . . . NOT REPORTED IN DETAIL. . . . .	14 411 958 4 063 2 506 276 1 953 4 655	0.2	25	5093121	PREPARED (INC. PROMPT INDUSTRIAL) IRON, STEEL SCRAP--EXC. ALLOY. . . . .	20 570	0.3	6	21 778	94.5
5064110	MAJOR APPLIANCES, TELEVISION SETS, CONSOLE RADIOS AND RECORD PLAYERS. . . . .	24 329	0.4	26	5094110	CIGARETTES, CIGARS, TOBACCO . . . . . CIGARETTES. . . . . CIGARS. . . . . OTHER TOBACCO . . . . . NOT REPORTED IN DETAIL. . . . .	263 985 221 342 12 223 17 552 17 668	4.4	115	2 224 701 2 033 426 1 640 059 1 796 183 (NA)	11.9 10.9 0.7 (NA)
5064130	ELECTRIC HOUSEWARES, SMALL APPLIANCES, PARTS AND SUPPLIES. . . . .	7 986	0.1	64	5095110	BEER, FERMENTED MALT LIQUORS. . . . .	6 760	0.1	20	302 588	2.2
5065100	ELECTRONIC TUBES, PARTS, ACCESSORIES. . . . . ELECTRONIC TUBES, TRANSISTORS (INC. RADIO, TV, TRANSMITTING AND IND.). . . . . ELECTRONIC PARTS (EXCEPT TUBES AND TRANSISTORS) . . . . . ACCESSORIES (INC. TESTING EQUIPMENT). . . . . INTERCOMMUNICATION AND SOUND EPT. . . . . COMMERCIAL, IND. ELECTRONIC EPT. . . . . NOT REPORTED IN DETAIL. . . . .	4 377 2 700 782 125 354 412 4	0.1	15	5095211	SPIRITS (INC. NEUTRAL SPIRITS AND ETHYL ALCOHOL USED IN BLENDING) . . . . .	26 386	0.4	4	28 482	92.6
5072210	HARDWARE. . . . .	49 517	0.8	85	5096111	PRINTING AND WRITING PAPERS. . . . .	10 576	0.2	7	13 481	78.5
5074110	WARM-AIR HEATING-COOLING EPT., SUP. . . . . WARM-AIR FURNACES (ALL FUELS) . . . . . CENTRAL SELF-CONTAINED HEATING. . . . . COOLING UNITS (INC. HEAT PUMPS) DUCTS, REGISTERS, FITTINGS, ACCES. . . . . ROOM SPACE HEATING EPT. (EXC. ELEC.) . . . . . OTHER WARM-AIR HEATING EQUIPMENT. . . . . NOT REPORTED IN DETAIL. . . . .	4 148 2 672 113 1 069 69 54 171	0.1	7	5096211	IND. PAPERS (WRAPPING, BAGS, ETC.). . . . .	32 174	0.5	118	2 168 704	1.5
5074300	PLUMBING FIXTURES, EPT., SUPPLIES. . . . . PIPE, FITTINGS, VALVES. . . . . PLUMBING FIXTURES. . . . . DRAINAGE SYST. (SOIL PIPE, FITTINGS). . . . . OTHER PLUMBING EQUIPMENT, SUPPLIES. . . . . NOT REPORTED IN DETAIL. . . . .	12 575 7 383 1 849 825 1 934 987	0.2	28	5096212	PERSONAL SERVICE PAPERS (TOWELING, CUPS, FACIAL TISSUES, ETC.). . . . .	55 861	0.9	107	2 014 997	2.8
5082100	CONSTRUCTION, MINING, LOGGING, ROAD MAINTENANCE EQUIPMENT, SUPPLIES. . . . .	3 786	0.1	5	5097293	KITCHEN UTENSILS, KITCHEN TOOLS, MISCELLANEOUS HOMEWARES. . . . .	10 882	0.2	25	223 718	4.9
5083200	GENERAL PURPOSE IND. MACHINERY, EPT. . . . .	8 312	0.1	14	5098110	LUMBER (ROUGH, DRESSED, FINISHED) . . . . .	12 297	0.2	29	60 389	20.4
5083950	OTHER SPECIAL IND. MACHINERY, EPT. . . . .	3 405	0.1	8	5098130	PLYWOOD (INC. CHIPBOARD AND PARTICLE BOARD) . . . . . HARDWOOD. . . . . SOFT WOOD. . . . . NOT REPORTED IN DETAIL. . . . .	8 390 4 395 3 852 143	0.1	19 18 10 (NA)	39 002 34 861 23 660 (NA)	21.5 12.6 16.3 (NA)
5085110	GARDEN MACHINERY, EQUIPMENT, SUPPLIES . . . . .	14 887	0.2	27	5098142	WOOD MILLWORK (DOORS, CABINETS, ETC.) . . . . .	6 439	0.1	22	36 794	17.5
5085120	FARM, DAIRY MACH., PARTS, AND EPT., POULTRY EQUIPMENT (INC. TRACTORS). . . . .	29 935	0.5	53	5098211	BRICK, BLOCK, TILE, CLAY SEWER PIPE, FLUE LININGS, REFRACTORIES. . . . .	3 677	0.1	10	21 216	17.3
5086220	SCHOOL EQUIPMENT, SUPPLIES. . . . .	5 270.	0.1	74	5098231	ROOFING, SIDING, RAIN CARRYING EQUIPMENT (EXC. WOOD SHINGLES) . . . . .	15 972	0.3	31	69 481	23.0
					5098232	INSULATION MATERIALS AND INSULATION BOARD. . . . .	4,460	0.1	23	41 453	10.8
					5098291	WALLBOARD AND HANDBOARD . . . . .	4 188	0.1	23	38 982	10.7
					5098299	OTHER BUILDING MATERIALS. . . . .	6 089	0.1	23	67 965	9.0
					5099120	SPORTING, ATHLETIC GOODS, BICYCLES. . . . .	3 436	0.1	17	52 969	6.5
					5099130	TOYS, GAMES, FIREWORKS, CHILDRENS VEHICLES. . . . .	3 604	0.1	15	382 426	0.9
					5099311	FEEDS (MIXED AND OTHER, ICC, PET FOOD). . . . .	155 936	2.6	198	2 275 840	6.9
					5099312	FEED INGREDIENTS (MEALS--ALFALFA, SOY-- BEAN, COTTON SEED, FISH, MEAT, ETC.) . . . . .	34 044	0.6	58	259 168	13.1
					5099321	FERTILIZER, FERTILIZER MATERIALS. . . . .	163 251	2.7	157	708 418	23.0

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TABLE 11. Commodity Line Sales by Kind of Business—United States: 1963—Continued

SIC industry and commodity line code	Kind of business and commodity line	Sales of specified commodity line		Establishments reporting commodity line	Col. 1 as percent of col. 4 (5)	SIC industry and commodity line code	Kind of business and commodity line	Sales of specified commodity line		Establishments reporting commodity line	Col. 1 as percent of col. 4 (5)	
		Amount (\$1,000) (1)	Percent distribution (2)					Amount (\$1,000) (1)	Percent distribution (2)			
5099322	MERCHANT WHOLESALERS--CON. AGRICULTURAL CHEM. (INC. INSECTICIDES, FUNGICIDES, ETC. (EXC. FERTILIZER)) WEED KILLERS, SOIL STERILIZERS, SOIL CONDITIONERS INSECTICIDES, FUNGICIDES, PESTICIDES. NOT REPORTED IN DETAIL.	39 425	0.7	1 024 506	3.8	5029110	MERCHANT WHOLESALERS--CON. RETAILER-COOPERATIVE GROCERIES--CON. INDUSTRIAL ORGANIC, INORGANIC CHEM., FATS, OILS, EXPLOSIVES, ETC.	2 362	0.1	3	140 959	1.7
5099330	SEEDS SORGHUM SEED. SEED CORN. CEREAL GRAIN SEEDS (WHEAT, OATS, RYE, BARLEY). FIELD SEED FOR FORAGE AND PASTURE FINE SEED FOR LAWN AND TURF VEGETABLE SEEDS FLOWER SEEDS AND BULBS NOT REPORTED IN DETAIL.	51 013 634 1 439 2 498 25 833 1 110 3 170 15 547	0.9	654 416 58 320 66 162 64 503 172 831 51 988 48 198 7 705	7.8 1.1 2.2 3.9 14.9 6.6 10.2	5029140	LAUNDRY SOAPS, SHIPS, POWERS, DETERGENTS MEN'S, BOYS' CLOTH, FURNS. (EXC. SHOES) DAIRY PRODUCTS, ICE CREAM, ICES EGGS (FRESH, STORAGE)	78 904 1 651 196 861 11 187	3.2 0.1 8.1 0.5	92 3 90 28	1 862 375 183 443 1 998 603 604 188	4.2 1.2 9.8 1.9
5099390	HAY, ALFALFA, OTHER FARM SUPPLIES	16 251	0.3	121 720	13.4	5045100	CONFECTIONERY CANDY, ALL KINDS. CHEWING GUM FOUNTAIN FRUITS, SYRUPS, SUPPLIES POTATO CHIPS, SALTED NUTS, OTHER CONFECTIONS. NOT REPORTED IN DETAIL.	45 667 25 113 5 002 4 527 6 067 4 951	1.9	100 88 76 43 64	2 081 613 1 856 583 1 757 641 1 287 906 1 627 077	2.4 2.1 1.4 0.4 0.4
5099611	PETROLEUM PRODUCTS LIQUEFIED PETROLEUM GASES GASOLINE, KEROSENE, DISTILLATE AND RESIDUAL FUEL OILS OILS, GREASES, OTHER PETROLEUM PROD. NOT REPORTED IN DETAIL.	231 608 3 610 102 010 15 501 110 487	3.9	696 669 138 316 296 030 300 848 (NA)	33.2 2.6 34.8 5.2 (NA)	5047100	MEATS, PROVISIONS FRESH, FROZEN (EXCEPT PACKAGED) MEATS CURED, BOILED, SMOKED MEATS SAUSAGE, MEAT LOAVES LARD OTHER MEAT (INCL. GAME) NOT REPORTED IN DETAIL.	110 097 48 245 17 919 7 494 5 286 24 923	4.5	58 22 29 22 22 7	1 427 886 674 297 943 409 589 529 1 036 127 262 385	7.7 7.2 1.9 1.3 0.5 2.4
5099670	FOOD, BEVERAGE BASIC MATERIALS	3 809	0.1	751 562	0.5	5048100	FRESH FRUITS, VEGETABLES, BERRIES FRESH FRUITS, BERRIES, MELONS FRESH VEGETABLES NOT REPORTED IN DETAIL.	79 597 33 686 31 354 14 557	3.3	44 33 29 (NA)	1 383 937 1 133 298 1 055 640 (NA)	5.8 3.0 3.0 (NA)
5099699	MISCELLANEOUS LINES OF MERCHANDISE	37 453	0.6	1 626 471	2.3	5049200	BAKERY PRODUCTS CANNED, BOTTLED FOODS CANNED FRUITS, FRUIT JUICES CANNED VEGETABLES, VEGETABLE JUICES CANNED FISH, SEAFOOD CANNED MEATS CANNED MILK OTHER CANNED, BOTTLED FOODS, INC. BABY FOOD NOT REPORTED IN DETAIL.	626 471 1 951 531 (NA)	2.6	94 (NA) 209	562 287 (NA) 1 951 531	2.6 (NA) 3.5
5099800	COMMODITY CREDIT CORPORATION	14 461	0.2	562 287	2.6	5049300	CANNED, BOTTLED FOODS CANNED FRUITS, FRUIT JUICES CANNED VEGETABLES, VEGETABLE JUICES CANNED FISH, SEAFOOD CANNED MEATS CANNED MILK OTHER CANNED, BOTTLED FOODS, INC. BABY FOOD NOT REPORTED IN DETAIL.	562 287 (NA)	2.6	94 (NA) 209	562 287 (NA) 1 951 531	2.6 (NA) 3.5
5099900	LABOR, SERVICE, AND RENTAL RECEIPTS FROM CUSTOMERS	67 594	1.1	1 951 531	3.5	5049410	COFFEE SOULATED COFFEE (EXCEPT SOLUBLE) NOT REPORTED IN DETAIL.	29 676 (NA)	1.1	64	1 766 627	1.5
5049500	VOLUNTARY GROUP GROCERIES (SIC 5042 PART) ALL ESTABLISHMENTS . . . (NUMBER) SALES NOT REPORTED BY COMMODITY LINE . . . (\$1,000) SALES REPORTED BY COMMODITY LINE . . .	29 676	100.0	(X)	(X)	5049500	FROZEN FOODS FROZEN FRUITS FROZEN JUICES FROZEN VEGETABLES FROZEN POULTRY (PACKAGED ONLY) FROZEN FISH, SEAFOOD (PACKAGED ONLY) FROZEN MEATS (PACKAGED ONLY) FROZEN PREPARED FOODS, BAKED GOODS OTHER PACKAGED FROZEN FOODS NOT REPORTED IN DETAIL.	29 676 (NA)	100.0	83 (NA)	1 668 662 (NA)	4.3 (NA)
5049500	FROZEN FOODS	1 414	4.8	29 676	4.8	5049500	FROZEN FOODS FROZEN FRUITS FROZEN JUICES FROZEN VEGETABLES FROZEN POULTRY (PACKAGED ONLY) FROZEN FISH, SEAFOOD (PACKAGED ONLY) FROZEN MEATS (PACKAGED ONLY) FROZEN PREPARED FOODS, BAKED GOODS OTHER PACKAGED FROZEN FOODS NOT REPORTED IN DETAIL.	29 676 (NA)	4.8	96	2 012 135	4.4
5049950	GROCERIES, EXCEPT AS SPECIFIED	8 301	28.0	29 676	28.0	5049950	SOFT DRINKS	9 997	3.7	77	1 774 482	1.1
5022210	PHARMACEUTICALS, ANTI-BIOTICS, DRUGS	1 311	0.1	152 068	0.9	5049950	SOFT DRINKS	9 997	3.7	84	1 832 672	3.3
5022220	CHEMICALS, BIOLOGICALS	28 599	1.2	1 567 420	1.8	5049950	SOFT DRINKS	9 997	3.7	84	1 832 672	3.3
5022230	PROPRIETARY PRODUCTS, TOILETRIES, DRUGS	20 521	0.8	1 872 999	1.1	5049950	SOFT DRINKS	9 997	3.7	84	1 832 672	3.3
5022240	TOILET SOAPS	20 521	0.8	1 872 999	1.1	5049950	SOFT DRINKS	9 997	3.7	84	1 832 672	3.3

Standard Notes: - Represents zero. (D) Withheld to avoid disclosure. (NA) Not available. (X) Not applicable.

TABLE 11. Commodity Line Sales by Kind of Business—United States: 1963—Continued

SIC industry and commodity line code	Kind of business and commodity line	Sales of specified commodity line		Establishments reporting commodity line	Col. 1 as percent of col. 4	SIC industry and commodity line code	Kind of business and commodity line	Sales of specified commodity line		Establishments reporting commodity line	Col. 1 as percent of col. 4	
		Amount (\$1,000)	Percent distribution					Amount (\$1,000)	Percent distribution			
	MERCHANT WHOLESALERS--CON. RETAILER--COOPERATIVE GROCERIES--CON.											
5049910	SANDWICHES, SNACK ITEMS	6 258	0.3	22	824 312	5022220	PROPRIETARY PRODUCTS, TOILETRIES, DRUG-GIST SUNDRIES	5 640	13.3	5	30 444	18.5
5049920	FLOUR, RELATED PRODUCTS	51 724	2.1	91	1 906 390	5029140	LAUNDRY SOAPS, CHIPS, POWERS, DETERGENTS	2 118	5.0	7	40 652	5.2
5049930	SUGAR (REFINED)	55 344	2.3	92	1 904 396	5043100	DAIRY PRODUCTS, ICE CREAM, ICES, CHEESE	464	1.1	7	40 652	1.1
5049940	DRIED FRUITS	7 232	0.3	86	1 840 172		OTHER DAIRY PRODUCTS	290		4	12 920	0.5
5049950	GROCERIES, EXCEPT AS SPECIFIED, MARGARINE, BUTTER SUBSTITUTES, COOKING OILS (INC. VEG. SHORTENINGS), BREAKFAST CEREALS (FULLY, PARTLY COOKED)	456 301	18.7	111	2 324 697	5045100	CONFECTIONERY	851	2.0	6	32 831	2.6
	OTHER GROC. (JAM, PICKLES, SAUCES, MAYONNAISE, NUTS--EXC. PEANUTS), NOT REPORTED IN DETAIL	58 563		65	1 667 743		CANDY, ALL KINDS	528		4	28 770	1.8
		34 309		67	1 746 887		FOUNTAIN FRUITS, SYRUPS, SUPPLIES	101		4	28 770	0.4
		57 004		71	1 764 368		POTATO CHIPS, SALTED NUTS, OTHER CONFECTIONS, NOT REPORTED IN DETAIL	139		4	9 754	1.4
5049980	MISCELLANEOUS FOOD PRODUCTS	103 071	4.0	67	1 701 348		MEATS, PROVISIONS	157	0.4	5	28 629	0.5
		203 354		21	525 812	5047100	BAKERY PRODUCTS	1 188	2.8	5	36 318	3.5
5062310	ELECTRICAL WIRING SUP., CONSTRUCTION MATERIALS	2 660	0.1	7	230 939	5049300	CANNED, BOTTLED FOODS	8 137	19.2	9	42 301	19.2
5064130	ELECTRIC HOUSEWARES, SMALL APPLIANCES, PARTS AND SUPPLIES	1 569	0.1	27	1 140 703		CANNED FRUITS, FRUIT JUICES	2 164		7	39 862	5.4
5086220	SCHOOL EQUIPMENT, SUPPLIES	4 881	0.2	61	1 286 809		CANNED VEGETABLES, VEGETABLE JUICES	1 877		4	39 862	4.7
5087200	CUSTODIAL (JANITORS') SUPPLIES, CLEANING CHEMICALS AND SUPPLIES	3 662	0.2	3	231 418		CANNED FISH, SEAFOOD	585		4	28 770	2.0
	NOT REPORTED IN DETAIL	2 030		8	119 041		CANNED MEATS	395		4	28 770	1.4
		1 632		(NA)	(NA)		CANNED MILK	1 929		6	38 978	4.9
5094110	CIGARETTES, CIGARS, TOBACCO	241 307	9.9	92	2 141 685		OTHER CANNED, BOTTLED FOODS, INC. BABY FOOD, NOT REPORTED IN DETAIL	1 172		4	25 789	4.5
		209 883		79	1 971 032		COFFEE	13		(NA)	(NA)	(NA)
		4 266		63	1 572 650	5049410	SOLUBLE COFFEE	1 441	3.4	7	38 240	3.8
		11 463		67	1 727 289		ROASTED COFFEE (EXCEPT SOLUBLE)	241		5	30 444	0.8
		15 695		(NA)	(NA)		NOT REPORTED IN DETAIL	1 093		6	36 566	3.0
5096211	IND. PAPERS (WRAPPING, BAGS, ETC.)	21 044	0.9	77	1 751 404	5049500	FROZEN FOODS	1 271	3.0	4	28 166	4.5
		51 429		87	1 895 501	5049920	FLOUR, RELATED PRODUCTS	1 587	3.8	7	33 715	4.7
5097210	CHINA, GLASSWARE, CROCKERY--HOUSEHOLD (INC. PLASTIC)	1 897	0.1	5	420 396	5049930	SUGAR (REFINED)	1 810	4.3	7	33 715	5.4
5097293	KITCHEN UTENSILS, KITCHEN TOOLS, MISCELLANEOUS HOMEWARES	4 145	0.2	8	187 218	5049940	DRIED FRUITS	220	0.5	6	32 950	0.7
5099130	TOYS, GAMES, FIREWORKS, CHILDRENS VEH.	2 130	0.1	5	359 295	5049950	GROCERIES, EXCEPT AS SPECIFIED, MARGARINE, BUTTER SUBSTITUTES, COOKING OILS (INC. VEG. SHORTENINGS), BREAKFAST CEREALS (FULLY, PARTLY COOKED)	6 481	15.3	9	42 301	15.3
5099310	FEEDS (MIXED AND OTHER, INCL. PET FOOD)	29 576	1.2	68	1 515 796		OTHER GROC. (JAM, PICKLES, SAUCES, MAYONNAISE, NUTS--EXC. PEANUTS), NOT REPORTED IN DETAIL	340		8	41 417	5.0
5099670	MISCELLANEOUS LINES OF MERCHANDISE	27 072	1.1	42	1 320 580		MISCELLANEOUS FOOD PRODUCTS	2 010	4.8	6	32 677	6.2
5099699	COMMODITIES, N.E.C.	13 398	0.6	(NA)	(NA)		IND. PAPERS (WRAPPING, BAGS, ETC.)	966	2.3	8	41 536	2.3
5099900	LABOR, SERVICE, AND RENTAL RECEIPTS FROM CUSTOMERS	50 330	2.1	27	878 613		PERSONAL SERV. PAPERS (TOWELING, CUPS, FACIAL TISSUES, ETC.)	1 372	3.2	5	35 682	3.8
	OTHER GENERAL LINE GROCERIES (SIC 5042 PART)	42 301	100.0	9	(X)	5099311	FEEDS (MIXED AND OTHER, INCL. PET FOOD)	387	0.9	5	35 682	1.1
	ALL ESTABLISHMENTS, BY COMMODITY LINE					5099670	FOOD, BEVERAGE BASIC MATERIALS	217	0.5	3	4 945	4.4
	SALES REPORTED BY COMMODITY LINE					5099699	MISCELLANEOUS LINES OF MERCHANDISE	647	1.5	7	39 589	1.6

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TABLE 11. Commodity Line Sales by Kind of Business—United States: 1963—Continued

SIC industry and commodity line code	Kind of business and commodity line	Sales of specified commodity line		Establishments reporting commodity line		SIC industry and commodity line code	Kind of business and commodity line	Sales of specified commodity line		Establishments reporting commodity line		Col. 1 as percent of col. 4 (5)
		Amount (\$1,000) (1)	Percent distribution (2)	Number (3)	Total sales, all commodity lines (\$1,000) (4)			Amount (\$1,000) (1)	Percent distribution (2)	Number (3)	Total sales, all commodity lines (\$1,000) (4)	
5043100	MERCHANT WHOLESALERS--CON. DAIRY PRODUCTS (SIC 5043)											
	ALL ESTABLISHMENTS... (NUMBER) 119											
	SALES NOT REPORTED BY COMMODITY LINE... (\$1 000) 7 086											
	SALES REPORTED BY COMMODITY LINE...											
5043100	DAIRY PRODUCTS, ICE CREAM, ICES	350 724	100.0	96	(x)	5099120	MERCHANT WHOLESALERS--CON. FISH, SEAFOOD--CON.					
	BUTTER...	343 653	98.0	96			SPORTING, ATHLETIC GOODS, BICYCLES...	79	0.6	3	689	11.5
	CHEESE...	59 916		23			MISCELLANEOUS LINES OF MERCHANDISE...	380	2.9	3	7 020	5.4
	ICE CREAM, ICES...	16 234		21			COMMODITIES, N.E.C. ....	1 893	14.6	(NA)	(NA)	(NA)
	MILK, CREAM (FLUID)...	3 652		10			LABOR, SERVICE, AND RENTAL RECEIPTS FROM CUSTOMERS...	(D)	0.1	1	(D)	0.3
	OTHER DAIRY PRODUCTS...	95 922		43			MEATS, MEAT PRODUCTS (SIC 5047)					
	NOT REPORTED IN DETAIL...	27 107		24			ALL ESTABLISHMENTS... (NUMBER) 4					
		140 802		(NA)			SALES NOT REPORTED BY COMMODITY LINE... (\$1 000) (D)					
5044110	EGGS (FRESH, STORAGE)	522	0.1	9		5047100	MEATS, PROVISIONS	4 526	100.0	3	(x)	(x)
5049300	CANNED, BOTTLED FOODS	505	0.1	3			COMMODITIES, N.E.C. ....	4 256	94.0	3	4 526	94.0
5099311	FEEDS (MIXED AND OTHER, INCL. PET FOOD)	1 359	0.4	4				270	6.0	(NA)	(NA)	(NA)
5099321	FERTILIZER, FERTILIZER MATERIALS	309	0.1	3			FRESH FRUITS, VEGETABLES (SIC 5048)					
5099699	MISCELLANEOUS LINES OF MERCHANDISE	1 073	0.3	4			ALL ESTABLISHMENTS... (NUMBER) 55					
	COMMODITIES, N.E.C. ....	2 168	0.6	(NA)			SALES NOT REPORTED BY COMMODITY LINE... (\$1 000) 3 922					
5099900	LABOR, SERVICE, AND RENTAL RECEIPTS FROM CUSTOMERS	1 135	0.3	7			SALES REPORTED BY COMMODITY LINE...	55 054	100.0	44	(x)	(x)
							CONFECTIONERY	105	0.2	3	7 227	1.5
	POULTRY, POULTRY PRODUCTS (SIC 5044)						FRESH FRUITS, VEGETABLES, BERRIES	48 795	88.6	44	55 054	88.6
	ALL ESTABLISHMENTS... (NUMBER) 24						FRESH FRUITS, BERRIES, MELONS	34 244		30	48 364	70.8
	SALES NOT REPORTED BY COMMODITY LINE... (\$1 000) (D)						FRESH VEGETABLES...	10 004		12	21 502	46.5
	SALES REPORTED BY COMMODITY LINE...						NOT REPORTED IN DETAIL...	4 547		(NA)	(NA)	(NA)
5044110	EGGS (FRESH, STORAGE)	13 547	73.5	12	(x)	5049300	CANNED, BOTTLED FOODS	960	1.7	3	7 227	13.3
5044120	POULTRY	3 648	19.8	9			FROZEN FOODS...	796	1.4	4	8 488	9.4
	COMMODITIES, N.E.C. ....	1 228	6.7	(NA)			FROZEN FRUITS...	147		3	8 225	1.8
	LABOR, SERVICE, AND RENTAL RECEIPTS FROM CUSTOMERS	6		1			FROZEN JUICES...	71		3	7 227	1.0
							FROZEN VEGETABLES...	194		3	7 227	2.7
							NOT REPORTED IN DETAIL...	384		(NA)	(NA)	(NA)
5099900	CONFECTIONERY (SIC 5045)						DRIED FRUITS...	47	0.1	3	11 465	0.4
	(NOT ANALYZED BY COMMODITY LINE)						GROCERIES, EXCEPT AS SPECIFIED...	605	1.1	3	8 482	7.1
	FISH, SEAFOOD (SIC 5046)						PEANUTS, ROASTED...	93	0.2	3	11 465	0.8
	ALL ESTABLISHMENTS... (NUMBER) 13						IND. PAPERS (WRAPPING, BAGS, ETC.)...	99	0.2	3	6 529	1.5
	SALES NOT REPORTED BY COMMODITY LINE... (\$1 000) 0						FERTILIZER, FERTILIZER MATERIALS...	273	0.5	4	7 107	3.8
	SALES REPORTED BY COMMODITY LINE...						HAY, ALFALFA, OTHER FARM SUPPLIES...	36	0.1	3	1 412	2.5
5046100	FISH, SEAFOOD (FRESH AND FROZEN, EXCEPT PACKAGED FROZEN)	(D)	100.0	13	(x)	5099900	COMMODITIES, N.E.C. ....	2 798	5.1	(NA)	(NA)	(NA)
		(D)	81.8	13	(D)		LABOR, SERVICE, AND RENTAL RECEIPTS FROM CUSTOMERS...	447	0.8	5	11 557	3.9

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TABLE 11. Commodity Line Sales by Kind of Business—United States: 1963—Continued

SIC industry and commodity line code	Kind of business and commodity line	Sales of specified commodity line		Establishments reporting commodity line		Col. 1 as percent of col. 4 (5)	SIC industry and commodity line code	Kind of business and commodity line	Sales of specified commodity line		Establishments reporting commodity line		Col. 1 as percent of col. 4 (5)
		Amount (\$1,000) (1)	Percent distribution (2)	Number (3)	Total sales, all commodity lines (\$1,000) (4)				Amount (\$1,000) (1)	Percent distribution (2)	Number (3)	Total sales, all commodity lines (\$1,000) (4)	
5049200	MERCHANT WHOLESALERS--CON. BREAD, COOKIES, BAKERY GOODS (SIC 5049, PART)						5049950	MERCHANT WHOLESALERS--CON. OTHER GROCERY SPECIALTIES--CON.					
	ALL ESTABLISHMENTS . . . (NUMBER) 5							GROCERIES, EXCEPT AS SPECIFIED . . .	12 037	54.7	9	14 510	83.0
	SALES NOT REPORTED BY COMMODITY LINE . . . (\$1,000) 150							OTHER GROC. (JAM, PICKLES, SAUCES, MAYONNAISE, NUTS--EXC. PEANUTS) . . .	9 657		3	11 876	81.3
	SALES REPORTED BY COMMODITY LINE . . .	4 199	100.0	4	(X)			NOT REPORTED IN DETAIL . . .	2 380		(NA)	(NA)	(NA)
5049200	BAKERY PRODUCTS . . .	3 679	87.6	4		87.6	5049970	NUTS (EDIBLE, UNSHELLED) . . .	3 470	15.8	5	3 737	92.9
	COMMODITIES, N.E.C. . . .	520	12.4	(NA)	(NA)	(NA)	5049980	MISCELLANEOUS FOOD PRODUCTS . . .	4 193	19.1	5	4 202	99.8
	(SIC 5049, PART)						5099699	MISCELLANEOUS LINES OF MERCHANDISE . . .	80	0.4	3	1 171	6.8
	ALL ESTABLISHMENTS . . . (NUMBER) 8						5099900	COMMODITIES, N.E.C. . . .	(D)	10.0	(NA)	(NA)	(NA)
	SALES NOT REPORTED BY COMMODITY LINE . . . (\$1,000) 0							LABOR, SERVICE, AND RENTAL RECEIPTS FROM CUSTOMERS . . .	(D)	0.2	1	(D)	4.2
	SALES REPORTED BY COMMODITY LINE . . .	9 357	100.0	8	(X)								
5043100	DAIRY PRODUCTS, ICE CREAM, ICES . . .	510	5.5	3		6.7		ALL ESTABLISHMENTS . . . (NUMBER) 11					
	CANNED, BOTTLED FOODS . . .	5 399	57.6	8		57.6		SALES NOT REPORTED BY COMMODITY LINE . . . (\$1,000) (D)	282 936	100.0	10	(X)	(X)
5049300	CANNED FRUITS, FRUIT JUICES . . .	1 626		6		17.7		SALES REPORTED BY COMMODITY LINE . . .	278 567	98.5	10	282 936	98.5
	CANNED VEGETABLES, VEGETABLE JUICES . . .	1 985		3		24.9	5051100	COTTON (RAW), INCLUDING LINTERS . . .	3 259	1.2	4	88 503	3.7
	CANNED FISH, SEAFOOD . . .	561		3		8.3		COMMODITY CREDIT CORPORATION . . .	325	0.1	(NA)	(NA)	(NA)
	CANNED MEATS . . .	663		3		4.5		LABOR, SERVICE, AND RENTAL RECEIPTS FROM CUSTOMERS . . .	785	0.3	7	85 973	0.9
	CANNED MILK . . .	347		3									
	OTHER CANNED, BOTTLED FOODS, INC. . .	178		3									
	BAKERY PRODUCTS . . .	29		(NA)	(NA)								
	NOT REPORTED IN DETAIL . . .	3 458	37.0	(NA)	(NA)								
	COMMODITIES, N.E.C. . . .												
	COFFEE, TEA (SIC 5049, PART)												
	ALL ESTABLISHMENTS . . . (NUMBER) 1												
	SALES NOT REPORTED BY COMMODITY LINE . . . (\$1,000) 0												
	SALES REPORTED BY COMMODITY LINE . . .	(D)	100.0	1	(X)				1 257 032	100.0	196	(X)	(X)
	COMMODITIES, N.E.C. . . .	(D)	100.0	(NA)	(NA)				1 214 072	96.6	196	1 257 032	96.6
	FROZEN FOODS (SIC 5049, PART)								7 891	0.6	50	88 893	8.9
	ALL ESTABLISHMENTS . . . (NUMBER) 2								2 989		20	37 633	7.9
	SALES NOT REPORTED BY COMMODITY LINE . . . (\$1,000) (D)								1 633		31	58 206	2.8
	SALES REPORTED BY COMMODITY LINE . . .	(D)	100.0	1	(X)				3 273		(NA)	(NA)	(NA)
	COMMODITIES, N.E.C. . . .	(D)	100.0	(NA)	(NA)				2 173	0.2	24	47 882	4.5
	(NOT ANALYZED BY COMMODITY LINE)								3 751	0.3	39	65 798	5.7
	SOFT DRINKS (SIC 5049, PART)								1 224	0.1	33	63 654	1.9
	ALL ESTABLISHMENTS . . . (NUMBER) 27								1 690	0.1	5	22 930	2.4
	SALES NOT REPORTED BY COMMODITY LINE . . . (\$1,000) 6,841								1 118	0.1	23	43 871	3.9
	SALES REPORTED BY COMMODITY LINE . . .	22 010	100.0	19	(X)				118	0.1	3	3 077	3.8
	COMMODITIES, N.E.C. . . .								798		14	19 513	4.1
	(OTHER GROCERY SPECIALTIES (SIC 5049, PART))								589		13	31 235	1.9
	ALL ESTABLISHMENTS . . . (NUMBER) 27								185		(NA)	(NA)	(NA)
	SALES NOT REPORTED BY COMMODITY LINE . . . (\$1,000) 6,841												
	SALES REPORTED BY COMMODITY LINE . . .												

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TABLE 11. Commodity Line Sales by Kind of Business—United States: 1963—Continued

SIC industry and commodity line code	Kind of business and commodity line	Sales of specified commodity line		Establishments reporting commodity line		Col. 1 as percent of col. 4 (5)	SIC industry and commodity line code	Kind of business and commodity line	Sales of specified commodity line		Establishments reporting commodity line		Col. 1 as percent of col. 4 (5)
		Amount (\$1,000) (1)	Percent distribution (2)	Number (3)	Total sales, all commodity lines (\$1,000) (4)				Amount (\$1,000) (1)	Percent distribution (2)	Number (3)	Total sales, all commodity lines (\$1,000) (4)	
	MERCHANT WHOLESALERS--CON. GRAIN--CON.												
5099699	MISCELLANEOUS LINES OF MERCHANDISE. . . . .	793	0.1	19	29 256	2.7		MERCHANT WHOLESALERS--CON. OTHER FARM PRODUCTS - RAW MATERIALS (SIC 505, PART)	142 969	100.0	36	45 113	(X)
5099800	COMMODITY CREDIT CORPORATION. . . . .	11 060	0.9	82	465 206	2.4		(NOT ANALYZED BY COMMODITY LINE)	353	0.2	3	45 431	0.8
5099900	COMMODITIES, N.E.C. . . . .	3 116	0.2	(NA)	(NA)	(NA)		FEEDS - ANIMAL AND POULTRY (SIC 5099, PART)	975	0.7	4	45 190	2.1
	LABOR, SERVICE, RENTAL RECEIPTS FROM CUSTOMERS . . . . .	8 384	0.7	102	809 520	1.0		ALL ESTABLISHMENTS. . . . .(NUMBER) 42 SALES NOT REPORTED BY COMMODITY LINE . . . . .(\$1,000) 3,814 SALES REPORTED BY COMMODITY LINE. . . . .	142 969	100.0	36	45 113	(X)
	LIVESTOCK, EXCEPT HORSES AND MULES (SIC 505, PART)							NEW AUTOMOTIVE PARTS, EQUIPMENT, SUP. (EXC. TIRES AND TUBES) . . . . .	1 069	0.7	6	37 868	2.8
5053100	ALL ESTABLISHMENTS. . . . .(NUMBER) 15 SALES NOT REPORTED BY COMMODITY LINE . . . . .(\$1,000) (D) SALES REPORTED BY COMMODITY LINE. . . . .	94 515	100.0	13	(X)	(X)	5013120	TIRES AND TUBES, NEW. . . . .	1 567	1.1	6	46 920	3.3
	LIVESTOCK (EXCEPT HORSES, MULES). . . . .	94 391	99.9	13	94 515	99.9	5014100	PAINTS, VARNISHES, LACQUERS, ENAMELS. . . . .	2 377	1.7	5	46 830	5.1
	CATTLE, CALVES. . . . .	67 298		11	94 147	71.5	5028100	GRAINS (CORN, WHEAT, OATS, BARLEY, SORGHUM GRAINS), BEANS, ETC. . . . .	57 136	40.0	31	126 769	45.1
	SHEEP, LAMBS. . . . .	3 160		5	87 083	3.6	5052100	HARDWARE. . . . .	16 404		12	51 913	31.6
	HOGS. . . . .	23 858		7	92 114	25.9	5072210	GARDEN MACHINERY, EQUIPMENT, SUPPLIES . . . . .	27 908		15	76 820	36.3
	NOT REPORTED IN DETAIL. . . . .	75		(NA)	(NA)	(NA)	5085110	FARM, DAIRY MACHINERY, PARTS, & EQPT., POULTRY EQUIPMENT (INC. TRACTORS). . . . .	12 824		(NA)	(NA)	(NA)
	COMMODITIES, N.E.C. . . . .	124	0.1	(NA)	(NA)	(NA)	5085120	IRON AND STEEL FINISHED PRODUCTS, EXC. FLAT, WIRE, PIPE AND TUBING. . . . .	29 440	20.6	19	121 980	24.1
	HIDES, SKINS, BELTS (SIC 505, PART)						5099124	FEEDS (MIXED AND OTHER, INCL. PET FOOD) POULTRY, LIVESTOCK FEEDS, MIXED OR MILLED ON THE PREMISES . . . . .	15 794	11.0	21	104 009	15.2
	ALL ESTABLISHMENTS. . . . .(NUMBER) 2 SALES NOT REPORTED BY COMMODITY LINE . . . . .(\$1,000) SALES REPORTED BY COMMODITY LINE. . . . .	(D)	100.0	2	(X)	(X)	5099311	FEED INGREDIENTS (MEALS--ALFALFA, SOY- BEAN, COTTON SEED, FISH, MEAT, ETC.). . . . .	2 461	1.7	16	92 605	2.7
	COMMODITIES, N.E.C. . . . .	(D)	100.0	(NA)	(NA)	(NA)	5099321	FERTILIZER, FERTILIZER MATERIALS. . . . .	609		7	40 085	1.5
5059200	TOBACCO (LEAF). . . . .	5 628	99.7	5	5 643	99.7	5099322	AGRIC. CHEMICALS, INC. INSECTICIDES, FUNGICIDES, ETC. (EXC. FERTILIZER) . . . . .	996		6	18 060	5.5
	ALL ESTABLISHMENTS. . . . .(NUMBER) 6 SALES NOT REPORTED BY COMMODITY LINE . . . . .(\$1,000) 179 SALES REPORTED BY COMMODITY LINE. . . . .	(D)	0.2	(NA)	(NA)	(NA)	5099330	WEED KILLERS, SOIL STERILIZERS, SOIL CONDITIONERS, FUNGICIDES, PESTICIDES, INSECTICIDES, FUNGICIDES, PESTICIDES, NOT REPORTED IN DETAIL. . . . .	856		(NA)	(NA)	(NA)
5099900	LABOR, SERVICE, RENTAL RECEIPTS FROM CUSTOMERS . . . . .	(D)	0.1	1	(D)	0.3		SEEDS . . . . .	6 053	4.2	20	89 501	6.8
	WOOL, WOOL TOPS, MOHAIR (SIC 505, PART)							SEED CORN . . . . .	261		4	15 295	1.7
	ALL ESTABLISHMENTS. . . . .(NUMBER) 4 SALES NOT REPORTED BY COMMODITY LINE . . . . .(\$1,000) SALES REPORTED BY COMMODITY LINE. . . . .	10 377	100.0	4	(X)	(X)	5099390	CEREAL GRAIN SEEDS (WHEAT, OATS, RYE, BARLEY) . . . . .	345		5	17 147	2.0
5059300	WOOL, MOHAIR (RAW, TOPS, NOILS) . . . . .	10 338	99.6	4	10 377	99.6	5099611	FIELD SEED FOR FORAGE AND PASTURE . . . . .	3 762		11	49 264	7.6
	COMMODITIES, N.E.C. . . . .	39	0.4	(NA)	(NA)	(NA)		FINE SEED FOR LAWN AND TURF . . . . .	1 642		3	10 667	0.4
								NOT REPORTED IN DETAIL. . . . .	6 074	4.2	13	62 310	9.7
								HAY, ALFALFA, OTHER FARM SUPPLIES . . . . .	9 673	6.8	7	82 028	11.8
								PETROLEUM PRODUCTS. . . . .	8 956		6	74 357	12.0
								GASOLINE, KEROSENE, DISTILLATE AND RESIDUAL FUEL OILS . . . . .	712		5	68 114	1.0
								OILS, GREASES, OTHER PETROLEUM PROD.. . . . .	5		(NA)	(NA)	(NA)
								NOT REPORTED IN DETAIL. . . . .	5		(NA)	(NA)	(NA)

Standard Notes: - Represents zero. (D) Withheld to avoid disclosure. (NA) Not available. (X) Not applicable.

TABLE 11. Commodity Line Sales by Kind of Business—United States: 1963 Continued

SIC industry and commodity line code	Kind of business and commodity line	Sales of specified commodity line		SIC industry and commodity line code	Kind of business and commodity line	Sales of specified commodity line		Col. 1 as percent of col. 4 (5)	Establishments reporting commodity line		Col. 1 as percent of col. 4 (5)
		Amount (\$1,000) (1)	Percent distribution (2)			Number (3)	Total sales, all commodity lines (\$1,000) (4)		Amount (\$1,000) (1)	Percent distribution (2)	
5099699	MERCHANT WHOLESALERS--CON. FEEDS--ANIMAL AND POULTRY--CON. MISCELLANEOUS LINES OF MERCHANDISE. . . . .	1 370	1.0	5	53 500	2.6					
5099900	COMMODITIES, N.E.C. . . . .	2 346	1.6	(NA)	(NA)	(NA)					
5099311	LABOR, SERVICE, AND RENTAL RECEIPTS FROM CUSTOMERS . . . . .	998	0.7	7	36 848	2.7					
5013120	FERTILIZER, AGRICULTURAL CHEMICALS (SIC 5099, PART)										
5014100	ALL ESTABLISHMENTS . . . . . (NUMBER) 90 SALES NOT REPORTED BY COMMODITY LINE. . . . . (\$1,000) 5,542	128 506	100.0	70	(X)	(X)					
5028100	SALES REPORTED BY COMMODITY LINE. . . . .	596	0.5	4	8 286	7.2					
5013200	NEW AUTOMOTIVE PARTS, EQUIPMENT, SUP. (EXC. TIRES AND TUBES) . . . . .	2 334	1.8	6	12 992	18.0					
5028100	TIRES AND TUBES, NEW. . . . .	3 550	2.8	8	52 262	6.8					
5052100	PAINTS, VARNISHES, LACQUERS, ENAMELS. . . . .	428	0.3	6	5 244	8.2					
5072210	GRAINS (CORN, WHEAT, OATS, BARLEY, SORGHUM GRAINS), BEANS, ETC. . . . .	3 253	2.5	6	36 860	8.8					
5083110	HARDWARE. . . . .	6 799	5.3	4	75 478	9.0					
5083120	GARDEN MACHINERY, EQUIPMENT, SUPPLIES FARM, DAIRY MACH., PARTS AND EOPT. POULTRY EQUIPMENT (INC. TRACTORS). . . . .	1 753	1.4	9	13 493	13.0					
5099311	FEEDS (MIXED AND OTHER, INCL. PET FOOD) FERTILIZER, FERTILIZER MATERIALS. . . . .	10 799	8.4	13	82 492	13.1					
5099322	AGRIC. CHEMICALS, INC. INSECTICIDES, FUNGICIDES, ETC. (EXC. FERTILIZER). . . . . WEED KILLERS; SOIL STERILIZERS; SOIL CONDITIONERS; FUNGICIDES, PESTICIDES. . . . . NOT REPORTED IN DETAIL. . . . .	59 619	46.4	64	120 771	49.4					
5099330	SEEDS . . . . .	19 211	14.9	22	97 133	19.8					
5099611	PETROLEUM PRODUCTS. . . . .	10 022	8.4	11	78 474	12.8					
5099699	MISCELLANEOUS LINES OF MERCHANDISE. . . . .	8 489	0.8	(NA)	55 754	13.8					
5099900	LABOR, SERVICE, AND RENTAL RECEIPTS FROM CUSTOMERS . . . . .	117	0.1	5	4 346	2.7					
5014100	SEEDS (FIELD, VEGETABLE, FLOWER), BULBS (SIC 5099, PART)	53 394	100.0	28	(X)	(X)					
5028100	ALL ESTABLISHMENTS. . . . . (NUMBER) 33 SALES NOT REPORTED BY COMMODITY LINE. . . . . (\$1,000) 1,311	1 528	2.9	9	22 565	6.8					
5072210	TIRES AND TUBES, NEW. . . . . ENAMELS. . . . . HARDWARE. . . . .	1 744	3.5	8	21 029	8.3					

Standard Notes: - Represents zero. (D) Withheld to avoid disclosure. (NA) Not available. (X) Not applicable.



TABLE 11. Commodity Line Sales by Kind of Business—United States: 1963 Continued

SIC industry and commodity line code	Kind of business and commodity line	Sales of specified commodity line		Col. 1 as percent of col. 4 (5)	SIC industry and commodity line code	Kind of business and commodity line	Sales of specified commodity line		Col. 1 as percent of col. 4 (5)	Establishments reporting commodity line		
		Amount (\$1,000) (1)	Percent distribution (2)				Amount (\$1,000) (1)	Percent distribution (2)		Number (3)	Total sales, all commodity lines (\$1,000) (4)	
5099699	MERCHANT WHOLESALERS--CON. FEEDS--ANIMAL AND POULTRY--CON. MISCELLANEOUS LINES OF MERCHANDISE. . . . .	1 370	1.0	2.6	5085110	GARDEN MACHINERY, EQUIPMENT, SUPPLIES . . . . .	1 079	2.0	7	19 454	5.5	
5099900	LABOR, SERVICE, AND RENTAL RECEIPTS FROM CUSTOMERS . . . . .	2 346	1.6	(NA)	5085120	FARM, DAIRY MACH., PARTS, AND EOPT. . . . .	1 535	3.1	7	18 053	9.1	
5099322	FERTILIZER, AGRICULTURAL CHEMICALS (SIC 5099, PART)	998	0.7	2.7	5099311	FEEDS (MIXED AND OTHER, INCL. PET FOOD) MILLED ON THE PREMISES . . . . .	962	1.8	6	10 075	9.5	
5013120	ALL ESTABLISHMENTS . . . . . (NUMBER) SALES NOT REPORTED BY COMMODITY LINE. . . . . (\$1,000) 5,542 SALES REPORTED BY COMMODITY LINE. . . . .	128 506	100.0	(X)	5099322	AGRIC. CHEMICALS, INC. INSECTICIDES, FUNGICIDES, ETC. (EXC. FERTILIZER, WEED KILLERS, SOIL STERILIZERS, SOIL CONDITIONERS, FUNGICIDES, PESTICIDES. . . . . NOT REPORTED IN DETAIL. . . . .	3 850	7.2	16	33 811	11.4	
5014100	NEW AUTOMOTIVE PARTS, EQUIPMENT, SUP. (EXC. TIRES AND TUBES) . . . . .	596	0.5	7.2	5099330	SEEDS . . . . . SORGHUM SEED. . . . .	33 163	62.1	28	53 394	62.1	
5028100	TIRES AND TUBES, NEW. . . . .	2 334	1.8	18.0		SEED CORN . . . . . CEREAL GRAIN SEEDS (WHEAT, OATS, RYE, BARLEY) . . . . .	540		13	27 461	2.0	
5052100	GRAINS (CORN, WHEAT, OATS, BARLEY, SORGHUM GRAINS), BEANS, ETC. . . . .	3 550	2.8	6.8		FIELD SEED FOR FORAGE AND PASTURE . . . . . FINE SEED FOR LAWN, TURF. . . . .	866		13	27 587	3.1	
5072210	HARDWARE. . . . .	428	0.3	8.2		VEGETABLE SEEDS . . . . . FLOWER SEEDS AND BULBS. . . . .	1 615		11	24 236	6.7	
5085110	GARDEN MACHINERY, EQUIPMENT, SUPPLIES . . . . .	3 253	2.5	8.8		NOT REPORTED IN DETAIL. . . . .	20 388		16	43 407	47.0	
5085120	FARM, DAIRY MACH., PARTS AND EOPT. POULTRY EQUIPMENT (INC. TRACTORS), . . . . .	6 799	5.3	8.8		HAY, ALFALFA, OTHER FARM SUPPLIES . . . . .	957		10	34 894	2.7	
5099311	FEEDS (MIXED AND OTHER, INCL. PET FOOD)	10 799	8.4	9.0	5099390	PETROLEUM PRODUCTS . . . . . OILS GREASES, OTHER PETROLEUM PROD. . . . .	770		3	5 684	13.5	
5099321	FERTILIZER, FERTILIZER MATERIALS. . . . .	59 619	46.4	19.8	5099611	NOT REPORTED IN DETAIL. . . . .	5 038		7	13 485	12.9	
5099322	AGRIC. CHEMICALS, INC. INSECTICIDES, FUNGICIDES, ETC. (EXC. FERTILIZER) . . . . .	19 211	14.9	13.0		MISCELLANEOUS LINES OF MERCHANDISE. . . . .	1 746		8	16 764	4.1	
5099611	PETROLEUM PRODUCTS. . . . .	10 775	8.4	13.1		COMMODITIES, N.E.C. . . . .	5 526		10.3	(NA)	(NA)	
5099699	MISCELLANEOUS LINES OF MERCHANDISE. . . . .	1 066	0.8	10.3	5099900	LABOR, SERVICE, AND RENTAL RECEIPTS FROM CUSTOMERS . . . . .	60		0.1	3	5 864	1.0
5099330	SEEDS . . . . .	6 143	4.8	12.3		OTHER FARM SUPPLIES (SIC 5099, PART)	56 612		100.0	6	(X)	
5099611	PETROLEUM PRODUCTS. . . . .	10 775	8.4	14.5		ALL ESTABLISHMENTS. . . . . (NUMBER) SALES NOT REPORTED BY COMMODITY LINE . . . . . (\$1,000) 4,342 SALES REPORTED BY COMMODITY LINE. . . . .	1 771		3.1	3	53 370	3.3
5099699	MISCELLANEOUS LINES OF MERCHANDISE. . . . .	1 066	0.8	10.3	5099330	AGRIC. CHEMICALS, INC. INSECTICIDES, FUNGICIDES, ETC. (EXC. FERTILIZER) . . . . .	739		1.3	3	49 584	1.5
5099900	LABOR, SERVICE, AND RENTAL RECEIPTS FROM CUSTOMERS . . . . .	117	0.1	2.7	5099390	HAY, ALFALFA, OTHER FARM SUPPLIES . . . . .	6 577		11.6	5	10 087	65.2
5014100	TIRES AND TUBES, NEW. . . . .	53 394	100.0	(X)	5099611	PETROLEUM PRODUCTS. . . . .	22 087		39.0	4	55 612	39.7
5028100	PAINTS, VARNISHES, LACQUERS, ENAMELS. . . . .	1 528	2.9	6.8		COMMODITIES, N.E.C. . . . .	25 438		44.9	(NA)	(NA)	
5072210	HARDWARE. . . . .	1 744	3.3	8.3		SALES BRANCHES, SALES OFFICES	497 080		100.0	151	(X)	
	ALL ESTABLISHMENTS. . . . . (NUMBER) SALES NOT REPORTED BY COMMODITY LINE . . . . . (\$1,000) 1,211 SALES REPORTED BY COMMODITY LINE. . . . .	53 394	100.0	(X)		ALL ESTABLISHMENTS. . . . . (NUMBER) SALES NOT REPORTED BY COMMODITY LINE . . . . . (\$1,000) 7,300 SALES REPORTED BY COMMODITY LINE. . . . .						

Standard Notes: - Represents zero. (D) Withheld to avoid disclosure. (NA) Not available. (X) Not applicable.

TABLE 11. Commodity Line Sales by Kind of Business—United States: 1963 Continued

SIC industry and commodity line code	Kind of business and commodity line	Sales of specified commodity line		Establishments reporting commodity line	Col. 1 as percent of col. 4 (5)	SIC industry and commodity line code	Kind of business and commodity line	Sales of specified commodity line		Establishments reporting commodity line	Col. 1 as percent of col. 4 (5)
		Amount (\$1,000) (1)	Percent distribution (2)					Amount (\$1,000) (1)	Percent distribution (2)		
5099699	MERCHANT WHOLESALERS--CON. FEEDS--ANIMAL AND POULTRY--CON. MISCELLANEOUS LINES OF MERCHANDISE. . . .	1 370	1.0	5	2.6	5085110	MERCHANT WHOLESALERS--CON. SEEDS (FIELD, VEGETABLE, FLOWER), BULBS--CON.	1 079	2.0	7	5.5
5099900	COMMODITIES, N.E.C. . . . .	2 346	1.6	(NA)	(NA)	5095120	GARDEN MACHINERY, EQUIPMENT, SUPPLIES . . . .	1 535	3.1	7	9.1
	LABOR, SERVICE, AND RENTAL RECEIPTS FROM CUSTOMERS . . . . .	998	0.7	7	2.7	5099311	FARM, DAIRY MACH., PARTS, AND EDPPT., POULTRY EQUIPMENT (INC. TRACTORS). . . .	962	1.8	6	7.5
	FERTILIZER, AGRICULTURAL CHEMICALS (SIC 5099, PART)					5099322	FEEDS (MIXED AND OTHER, INCL. PET FOOD) POULTRY, LIVESTOCK FEEDS, MIXED DR MILLED, ON THE PREMISES . . . . .	472	1.0	3	3.4
5013120	ALL ESTABLISHMENTS . . . (NUMBER) SALES NOT REPORTED BY COMMODITY LINE, REPORTED BY COMMODITY LINE, . . .	128 506	100.0	70	(X)		FEEDS BOUGHT AND SOLD . . . . .	490	1.0	5	5.1
5014100	SALES REPORTED BY COMMODITY LINE, . . .	596	0.5	4	7.2	5099330	AGRIC. CHEMICALS, INC. INSECTICIDES, FUNGICIDES, ETC. (EXC. FERTILIZER) . . . .	3 850	7.2	16	11.4
5028100	SALES REPORTED BY COMMODITY LINE, . . .	2 334	1.8	6	18.0		WEED KILLERS, SOIL STERILIZERS, SOIL CONDITIONERS . . . . .	1 781	3.9	11	7.6
5052100	SALES REPORTED BY COMMODITY LINE, . . .	3 550	2.8	8	6.9		INSECTICIDES, FUNGICIDES, PESTICIDES, NOT REPORTED IN DETAIL. . . . .	1 977	4.3	13	9.4
5072210	SALES REPORTED BY COMMODITY LINE, . . .	428	0.3	6	8.2		SEEDS . . . . .	92	0.2	(NA)	(NA)
5083110	SALES REPORTED BY COMMODITY LINE, . . .	3 253	2.5	6	8.8		SEEDS . . . . .	33 163	62.1	28	62.1
5099311	SALES REPORTED BY COMMODITY LINE, . . .	6 799	5.3	4	9.0		SEEDS . . . . .	540	1.2	13	2.0
5099322	SALES REPORTED BY COMMODITY LINE, . . .	1 753	1.4	9	13.0		SEEDS . . . . .	866	1.9	13	3.1
5099331	SALES REPORTED BY COMMODITY LINE, . . .	10 799	8.4	13	13.1		SEEDS . . . . .	1 615	3.4	11	6.7
5099332	SALES REPORTED BY COMMODITY LINE, . . .	59 619	46.4	64	49.4		SEEDS . . . . .	20 349	43.7	21	47.0
5099333	SALES REPORTED BY COMMODITY LINE, . . .	19 211	14.9	22	19.8		SEEDS . . . . .	95	0.2	16	2.7
5099611	SALES REPORTED BY COMMODITY LINE, . . .	10 022	7.8	11	12.8		SEEDS . . . . .	2 989	6.5	10	12.9
5099699	SALES REPORTED BY COMMODITY LINE, . . .	8 489	6.5	7	15.8		SEEDS . . . . .	770	1.7	3	13.5
	SALES REPORTED BY COMMODITY LINE, . . .	700	0.5	(NA)	(NA)		SEEDS . . . . .	5 038	11.1	(NA)	(NA)
	SALES REPORTED BY COMMODITY LINE, . . .	6 143	4.8	15	12.3		SEEDS . . . . .	1 746	3.3	7	12.9
	SALES REPORTED BY COMMODITY LINE, . . .	10 775	8.4	8	14.5		SEEDS . . . . .	881	1.9	7	4.6
	SALES REPORTED BY COMMODITY LINE, . . .	1 066	0.8	5	10.3		SEEDS . . . . .	841	1.9	5	4.8
	SALES REPORTED BY COMMODITY LINE, . . .	2 063	1.6	(NA)	(NA)		SEEDS . . . . .	40	0.1	(NA)	(NA)
	SALES REPORTED BY COMMODITY LINE, . . .	117	0.1	5	2.7		SEEDS . . . . .	691	1.5	8	4.1
5014100	SEEDS (FIELD, VEGETABLE, FLOWER), BULBS (SIC 5099, PART)	53 394	100.0	28	(X)		SEEDS . . . . .	5 526	10.3	(NA)	(NA)
5028100	SEEDS . . . . .	1 528	2.9	9	6.8		SEEDS . . . . .	60	0.1	3	1.0
5028100	SEEDS . . . . .	529	1.0	7	8.9		SEEDS . . . . .	56 612	100.0	6	(X)
5072210	SEEDS . . . . .	1 744	3.5	8	8.3		SEEDS . . . . .	1 771	3.1	3	3.3
	SEEDS . . . . .						SEEDS . . . . .	739	1.3	3	1.5
	SEEDS . . . . .						SEEDS . . . . .	6 577	11.6	5	65.2
	SEEDS . . . . .						SEEDS . . . . .	22 087	39.0	4	39.7
	SEEDS . . . . .						SEEDS . . . . .	25 438	44.9	(NA)	(NA)
	SEEDS . . . . .						SEEDS . . . . .	497 080	100.0	151	(X)

Standard Notes: - Represents zero. (D) Withheld to avoid disclosure. (NA) Not available. (X) Not applicable.

TABLE 11. Commodity Line Sales by Kind of Business—United States: 1963—Continued

SIC industry and commodity line code	Kind of business and commodity line	Sales of specified commodity line		SIC industry and commodity line code	Kind of business and commodity line	Sales of specified commodity line		Col. 1 as percent of col. 4 (5)	Establishments reporting commodity line		Col. 1 as percent of col. 4 (5)
		Amount (\$1,000) (1)	Percent distribution (2)			Amount (\$1,000) (1)	Percent distribution (2)		Number (3)	Total sales, all commodity lines (\$1,000) (4)	
	SALES BRANCHES, SALES OFFICES--CON.										
	SHELL EGGS . . . . .	4 345	0.9		SALES BRANCHES, SALES OFFICES--CON. DAIRY PRODUCTS--CON.	72 780	6.0		26	11 603	4.4
20210	CREAMERY BUTTER . . . . .	57 960	11.7	20234	ICE CREAM MIX AND ICE MILK MIX. . . . .	112 707	51.4		52	12 625	15.9
20221,2	NATURAL CHEESE AND PROCESSED CHEESE . . . . .	7 035	1.4	20241,2	ICE CREAM AND ICES. . . . .	91 371	7.7		42	45 302	86.6
20231	DRY MILK PRODUCTS . . . . .	5 240	1.1	20260,4	FLUID MILK. . . . .	84 016	6.2		27	(NA)	(NA)
20232	CANNED MILK . . . . .	2 028	0.4		MISCELLANEOUS GOODS, N.E.C. . . . .	7 578	26.8		4	(NA)	(NA)
20234	ICE CREAM MIX AND ICE MILK MIX. . . . .	509	0.1		RECEIPTS FROM SERVICES - SOURCES OTHER THAN THE SALE OF MERCHANDISE . . . . .	11 603	4.4		20	21 915	5.1
20241,2	ICE CREAM AND ICES. . . . .	2 020	0.4		POULTRY, POULTRY PRODUCTS (SIC 5044)	14 097	14.3		24		
20260,4	FLUID MILK. . . . .	39 217	7.9		ALL ESTABLISHMENTS. . . . . (NUMBER) 2	45 302	86.6		37		
20334	CANNED FRUIT JUICES . . . . .	1 972	0.4		SALES NOT REPORTED BY COMMODITY LINE . . . . . (\$1,000) 0	22 116	8.9		3	(X)	(X)
25220-4	METAL OFFICE FURNITURE. . . . .	2 330	0.5		SALES REPORTED BY COMMODITY LINE. . . . .	3 168	73.5		3	(NA)	(NA)
26111,2	PULP MILL PRODUCTS. . . . .	4 132	0.8		MISCELLANEOUS GOODS, N.E.C. . . . .	18 771	22.0		3	(D)	(D)
27611-3	MANIFOLD BUSINESS FORMS . . . . .	1 354	0.3		RECEIPTS FROM SERVICES - SOURCES OTHER THAN THE SALE OF MERCHANDISE . . . . .	1 633	82.9		3	(D)	(D)
28511-5	PAINTS, VARNISHES, LACQUERS--TRADE SALES PRODUCTS . . . . .	863	0.2		MEATS, MEAT PRODUCTS (SIC 5047)	16 231	5.3		4		
28710-22	FERTILIZERS . . . . .	17 044	3.4		ALL ESTABLISHMENTS. . . . . (NUMBER) 1	29 780	57.2		3	(X)	(X)
32113, 32313	LAMINATED GLASS, INCLUDING SAFETY GLASS. . . . .	1 206	0.2		SALES NOT REPORTED BY COMMODITY LINE . . . . . (\$1,000) 0	4 578	26.3		3	(NA)	(NA)
32920-7	ASBESTOS PRODUCTS . . . . .	2 422	0.5		SALES REPORTED BY COMMODITY LINE. . . . .	15 590	15.5		3	(X)	(X)
35711,2	COMPUTING AND RELATED MACHINES. . . . .	22 466	4.5		MISCELLANEOUS GOODS, N.E.C. . . . .	27 130	82.8		7	(NA)	(NA)
35790	ADDRESSING, DICTATING, DUPLICATING AND OTHER OFFICE MACHINES, N.E.C. . . . .	1 134	0.2		OTHER GROCERIES AND RELATED PRODUCTS (SIC 5049)	24 798	4.6		6		
36131-4	SWITCHGEAR AND SWITCHBOARDS . . . . .	956	0.2		ALL ESTABLISHMENTS. . . . . (NUMBER) 13	1 538	62.2		4	(X)	(X)
36220	GENERAL INDUSTRIAL POWER CIRCUIT DEVICES AND CONTROLS . . . . .	316	0.1		SALES NOT REPORTED BY COMMODITY LINE . . . . . (\$1,000) 0	1 981	16.0		4	(NA)	(NA)
37175-7	PARTS--ACCESSORIES FOR CARS, TRUCKS, BUSES, INC. REBUILT EXC. CARBURETORS . . . . .	4 286	0.9		SALES REPORTED BY COMMODITY LINE. . . . .	13 649	31.4		5	(X)	(X)
39550	CARBON PAPER AND INKED RIBBONS. . . . .	288	0.1		MISCELLANEOUS GOODS, N.E.C. . . . .	24 252	1.2		4	(NA)	(NA)
	MISCELLANEOUS GOODS, N.E.C. . . . .	314 445	63.3		FARM SUPPLIES (SIC 5099, PART)	(NA)	(NA)		(NA)		
	RECEIPTS FROM SERVICES - SOURCES OTHER THAN THE SALE OF MERCHANDISE . . . . .	3 512	0.7		ALL ESTABLISHMENTS. . . . . (NUMBER) 3	42 020	8.4		31	(X)	(X)
	DAIRY PRODUCTS (SIC 5043)				SALES NOT REPORTED BY COMMODITY LINE . . . . . (\$1,000) 0	(NA)	(NA)		31	(NA)	(NA)
	ALL ESTABLISHMENTS. . . . . (NUMBER) 72				SALES REPORTED BY COMMODITY LINE. . . . .	126 304	100.0		61	(X)	(X)
20210	SHELL EGGS. . . . .	4 345	3.4		MISCELLANEOUS GOODS, N.E.C. . . . .	(X)	(X)		61	(NA)	(NA)
20221,2	CREAMERY BUTTER . . . . .	57 920	45.9		RECEIPTS FROM SERVICES - SOURCES OTHER THAN THE SALE OF MERCHANDISE . . . . .	4 345	6.0		26	(X)	(X)
20231	NATURAL CHEESE AND PROCESSED CHEESE . . . . .	6 713	5.3		DAIRY PRODUCTS (SIC 5043)	72 780	6.0		26	(X)	(X)
	DRY MILK PRODUCTS . . . . .	5 167	4.1		ALL ESTABLISHMENTS. . . . . (NUMBER) 561	112 160	51.6		50	(X)	(X)
	SALES REPORTED BY COMMODITY LINE. . . . .				SALES NOT REPORTED BY COMMODITY LINE . . . . . (\$1,000) 73,183	90 181	7.4		41	(X)	(X)
	SALES REPORTED BY COMMODITY LINE. . . . .				NEW AUTOMOTIVE PARTS, EQUIPMENT, SUPPLIES (EXC. TIRES AND TUBES). . . . .	82 826	6.2		26	(X)	(X)

Standard Notes: - Represents zero. (D) Withheld to avoid disclosure. (NA) Not available. (X) Not applicable.

TABLE 11. Commodity Line Sales by Kind of Business—United States: 1963—Continued

Table with columns: SIC industry and commodity line code, Kind of business and commodity line, Sales of specified commodity line (Amount, Percent distribution, Number, Total sales), Establishments reporting commodity line, SIC industry and commodity line code, Kind of business and commodity line, Sales of specified commodity line (Amount, Percent distribution, Number, Total sales), SIC industry and commodity line code, Kind of business and commodity line, Sales of specified commodity line (Amount, Percent distribution, Number, Total sales), Col. 1 as percent of col. 4, and Col. 7 as percent of col. 4.

Standard Notes: - Represents zero. (D) Withheld to avoid disclosure. (NA) Not available. (X) Not applicable.

TABLE 11. Commodity Line Sales by Kind of Business—United States: 1963—Continued

SIC industry and commodity line code	Kind of business and commodity line	Sales of specified commodity line		Col. 1 as percent of col. 4 (5)	Establishments reporting commodity line		Col. 1 as percent of col. 4 (5)
		Amount (\$1,000) (1)	Percent distribution (2)		Number (3)	Total sales, all commodity lines (\$1,000) (4)	
5099670	MERCHANDISE AGENTS, BROKERS--CON.						
5099699	FOOD, BEVERAGE BASIC MATERIALS. . . . .	41 382	1.1	62.7	65 977		
	MISCELLANEOUS LINES OF MERCHANDISE. . . . .	8 942	0.2	4.6	193 088		
5099900	COMMODITIES, N.E.C. . . . .	127 520	3.3	(NA)	(NA)		92.9
	LABOR, SERVICE, AND RENTAL RECEIPTS FROM CUSTOMERS . . . . .	3 198	0.1	2.9	110 941		(NA)
	DAIRY PRODUCTS (SIC 5043)						
	ALL ESTABLISHMENTS. . . . . (NUMBER) 78						
	SALES NOT REPORTED BY COMMODITY LINE . . . . . (\$1,000) 21,077						
	SALES REPORTED BY COMMODITY LINE. . . . .	696 288	100.0	(X)	(X)		(X)
5043100	DAIRY PRODUCTS, ICE CREAM, ICES . . . . .	691 621	99.3	99.3	696 288		
	BUTTER. . . . .	121 426		43.0	282 707		
	CHEESE. . . . .	8 879		6.8	131 201		
	ICE CREAM, ICES . . . . .	6 684		6.9	97 356		
	MILK, CREAM (FLUID) . . . . .	428 722		84.5	508 436		
	OTHER DAIRY PRODUCTS. . . . .	79 259		27.8	285 394		
	NOT REPORTED IN DETAIL. . . . .	46 641		(NA)	(NA)		
	COMMODITIES, N.E.C. . . . .	(D)	0.6	(NA)	(NA)		(X)
5099900	LABOR, SERVICE, AND RENTAL RECEIPTS FROM CUSTOMERS . . . . .	(D)		4.3	(D)		(X)
	POULTRY, POULTRY PRODUCTS (SIC 5044)						
	ALL ESTABLISHMENTS. . . . . (NUMBER) 16						
	SALES NOT REPORTED BY COMMODITY LINE . . . . . (\$1,000) 2,217						
	SALES REPORTED BY COMMODITY LINE. . . . .	88 542	100.0	(X)	(X)		(X)
5044110	EGGS (FRESH, STORAGE) . . . . .	30 264	34.2	81.9	36 963		
5044120	POULTRY . . . . .	56 921	64.3	69.5	81 934		
	DRESSED POULTRY, RESALES. . . . .	56 280		78.9	71 340		
	NOT REPORTED IN DETAIL. . . . .	641		(NA)	(NA)		
5099900	COMMODITIES, N.E.C. . . . .	(D)	1.5	(NA)	(NA)		(NA)
	LABOR, SERVICE, AND RENTAL RECEIPTS FROM CUSTOMERS . . . . .	(D)	0.1	1.1	(D)		(NA)
	CONFECTIONERY (SIC 5045)						
	(NOT ANALYZED BY COMMODITY LINE)						
	FISH, SEAFOODS (SIC 5046)						
	ALL ESTABLISHMENTS. . . . . (NUMBER) 6						
	SALES NOT REPORTED BY COMMODITY LINE. . . . . (\$1,000) 0						
	SALES REPORTED BY COMMODITY LINE. . . . .	300 919	100.0	100.0	300 919		(X)
	PROPRIETARY PRODUCTS, TOILETRIES, DRUG-GIST SUNDRIES. . . . .	153	0.1	0.1	153		0.1
	LAUNDRY SOAPS, CHIPS, POWDERS, DETERGENTS . . . . .	3 605	1.2	1.2	3 605		2.3

Standard Notes: - Represents zero. (D) Withheld to avoid disclosure. (NA) Not available. (X) Not applicable.

TABLE 11. Commodity Line Sales by Kind of Business—United States: 1963—Continued

SIC industry and commodity line code	Kind of business and commodity line	Sales of specified commodity line		Col. 1 as percent of col. 4 (5)	Establishments reporting commodity line		Sales of specified commodity line		Kind of business and commodity line	Establishments reporting commodity line		Col. 1 as percent of col. 4 (5)
		Amount (\$1,000) (1)	Percent distribution (2)		Number (3)	Total sales, all commodity lines (\$1,000) (4)	Amount (\$1,000) (1)	Percent distribution (2)		Number (3)	Total sales, all commodity lines (\$1,000) (4)	
	MERCHANDISE AGENTS, BROKERS--CON. OTHER GROCERIES AND RELATED PRODUCTS--CON.											
5043100	DALRY PRODUCTS, ICE CREAM, ICES . . . . .	16 425	5.5	10.6	7	155 488		822	0.3	7	153 465	0.5
	BUTTER . . . . .	9 009		6.2	5	145 700						
	CHEESE . . . . .	7 111		4.9	5	145 700		5 043	1.7	9	155 268	3.2
	NOT REPORTED IN DETAIL . . . . .	305		(NA)	(NA)	(NA)		12 447	4.1	(NA)	(NA)	(NA)
5045100	CONFECTIONERY . . . . .	1 637	0.5	1.0	8	158 388		167	0.1	4	3 863	4.3
	CANDY, ALL KINDS . . . . .	1 463		1.0	6	150 534						
	FOUNTAIN FRUITS, SYRUPS, SUPPLIES . . . . .	44		0.0	4	140 778						
	POTATO CHIPS, SALTED NUTS, OTHER CONFECTIONS . . . . .	127		0.7	4	17 610						
	NOT REPORTED IN DETAIL . . . . .	3		(NA)	(NA)	(NA)						
5047100	MEATS, PROVISIONS . . . . .	165	0.1	2.0	3	8 442						
5048100	FRESH FRUITS, VEGETABLES, BERRIES . . . . .	36 682	12.2	21.4	9	171 553						(X)
	FRESH FRUITS, BERRIES, MELONS . . . . .	27 711		16.2	9	171 553						(X)
	FRESH VEGETABLES . . . . .	8 970		6.4	4	140 778						(X)
	NOT REPORTED IN DETAIL . . . . .	1		(NA)	(NA)	(NA)						(X)
5049300	CANNED, BOTTLED FOODS . . . . .	43 763	14.5	22.6	14	194 059						99.3
	CANNED FRUITS, FRUIT JUICES . . . . .	23 795		12.6	12	188 970						(NA)
	CANNED VEGETABLES, VEGETABLE JUICES . . . . .	8 475		5.1	11	166 778						(NA)
	CANNED FISH, SEAFOOD . . . . .	2 975		1.9	9	159 751						(NA)
	CANNED MEATS . . . . .	2 419		26.3	3	9 199						(NA)
	CANNED MILK . . . . .	2 785		1.8	8	154 899						(NA)
	OTHER CANNED, BOTTLED FOODS, INC. BABY FOOD . . . . .	3 115		2.0	6	152 910						4.6
	NOT REPORTED IN DETAIL . . . . .	199		(NA)	(NA)	(NA)						(O)
5049410	COFFEE . . . . .	4 722	1.6	3.2	8	147 114						(X)
	GREEN COFFEE . . . . .	611		0.4	5	141 049						(X)
	SOLUBLE COFFEE . . . . .	637		0.5	5	140 975						(X)
	ROASTED COFFEE (EXCEPT SOLUBLE) . . . . .	2 662		1.8	6	145 897						(X)
	NOT REPORTED IN DETAIL . . . . .	812		(NA)	(NA)	(NA)						(X)
5049500	FROZEN FOODS . . . . .	69 802	23.2	34.2	12	203 995						99.0
	FROZEN FRUITS . . . . .	35 164		10.0	10	194 993						31
	FROZEN JUICES . . . . .	8 510		5.7	6	148 211						31
	FROZEN VEGETABLES . . . . .	8 935		6.2	5	145 279						31
	FROZEN POULTRY (PACKAGED ONLY) . . . . .	7 889		5.5	5	143 710						31
	FROZEN FISH, SEAFOOD (PACKAGED ONLY) . . . . .	3 769		2.6	5	145 279						31
	FROZEN PREPARED FOODS, BAKED GOODS . . . . .	3 972		2.6	6	154 479						31
	OTHER PACKAGED FROZEN FOODS . . . . .	1 306		1.0	5	133 449						31
	NOT REPORTED IN DETAIL . . . . .	255		(NA)	(NA)	(NA)						31
5049610	SOFT DRINKS . . . . .	2 067	0.7	1.3	8	159 536						1.8
5049920	FLOUR, RELATED PRODUCTS . . . . .	2 955	1.0	2.0	7	148 829						6.1
5049930	SUGAR (REFINED) . . . . .	17 553	5.8	72.2	4	24 319						6.9
5049940	ORIEO FRUITS . . . . .	1 468	0.5	9.3	5	15 719						0.5
5049950	GROCERIES, EXCEPT AS SPECIFIED, MARGARINE, BUTTER SUBSTITUTES . . . . .	17 448	5.8	10.5	11	166 845						(NA)
	COOKING OILS (INC. VEG. SHORTENINGS) . . . . .	3 012		2.1	5	145 700						(NA)
	OTHER GROC. (JAM, PICKLES, SAUCES, MAYONNAISE, NUTS--EXC. PEANUTS) . . . . .	8 135		5.3	6	154 900						(NA)
	NOT REPORTED IN DETAIL . . . . .	2 441		99.0	4	54 235						(NA)
5049980	MISCELLANEOUS FOOD PRODUCTS . . . . .	53 683	17.8	5.4	7	150 797						1.5
5096211	IND. PAPERS (WRAPPING, BAGS, ETC.) . . . . .	8 141	2.7	5.4	7	150 797						(X)
5096212	PERSONAL SERVICE PAPERS (TOWELING, CUPS, FACIAL TISSUES, ETC.) . . . . .	2 171	0.7	1.4	8	155 653						(X)

Standard Notes: - Represents zero. (D) Withheld to avoid disclosure. (NA) Not available. (X) Not applicable.

TABLE 11. Commodity Line Sales by Kind of Business—United States: 1963—Continued

SIC industry and commodity line code	Kind of business and commodity line	Sales of specified commodity line		Percent distribution	Establishments reporting commodity line		Col. 1 as percent of col. 4	Kind of business and commodity line	Sales of specified commodity line		Percent distribution	Establishments reporting commodity line		Col. 1 as percent of col. 4
		Amount (\$1,000)	(1)		Number	Total sales, all commodity lines (\$1,000)			(4)	Amount (\$1,000)		(1)	Number	
5099699	MERCHANDISE AGENTS, BROKERS--CON. LIVESTOCK, EXCEPT HORSES AND MULES--CON.													
5053100	LIVESTOCK (EXCEPT HORSES, MULES), CATTLE, CALVES, SHEEP, LAMBS, HOGS, NOT REPORTED IN DETAIL.	1 066 217	99.6	126	1 070 313	99.6	5044120	POULTRY	21 848	0.8	140	78 094	28.0	
5099699	MISCELLANEOUS LINES OF MERCHANDISE, COMMODITIES, N.E.C.	3 102	0.3	3	9 292	33.4	5048100	FRESH FRUITS, VEGETABLES, BERRIES, FRESH FRUITS, BERRIES, MELONS, FRESH VEGETABLES, NOT REPORTED IN DETAIL.	278 824	10.2	246	296 230	94.1	
5099900	LABOR, SERVICE, AND RENTAL RECEIPTS FROM CUSTOMERS	(D)	0.1	(NA)	(NA)	(NA)	5052100	COTTON (RAW), INCLUDING LINTERS, GRAINS (CORN, WHEAT, OATS, BARLEY, SORGHUM GRAINS), BEANS, ETC.	1 697 132	61.9	2 731	1 977 635	85.8	
5059200	MISCELLANEOUS FARM PRODUCTS (SIC 505, PART)						5053100	LIVESTOCK (EXCEPT HORSES, MULES), CATTLE, CALVES, SHEEP, LAMBS, HOGS, OTHER LIVESTOCK, NOT REPORTED IN DETAIL.	130 202	4.7	117	161 781	80.5	
5059300	ALL ESTABLISHMENTS, SALES NOT REPORTED BY COMMODITY LINE, SALES REPORTED BY COMMODITY LINE.	125 675	100.0	33	(X)	(X)	5059200	TOBACCO (LEAF)	10 373	0.4	12	11 765	88.2	
5059200	TOBACCO (LEAF)	112 986	89.9	23	113 263	99.8	5059300	WOOL, MOHAIR (RAW, TOPS, NOILS), RAW WOOL, NOT REPORTED IN DETAIL.	12 798	0.5	30	39 068	32.7	
5059300	WOOL, MOHAIR (RAW, TOPS, NOILS), RAW WOOL, NOT REPORTED IN DETAIL.	6 957	5.5	7	7 253	95.9	5059910	PEANUTS, UNROASTED	4 223	0.2	3	4 288	98.5	
5059930	OTHER INEDIBLE FARM PROD. (HORSES, MULES)	2 884	2.3	3	6 876	41.9	5059920	OIL SEED, OIL NUTS, OIL KERNELS (COTTON, FLAXSEED, ETC.)	3 894	0.1	36	37 618	10.4	
5099322	AGRIC. CHEMICALS, INC. INSECTICIDES, FUNGICIDES, ETC. (EXC. FERTILIZER)	102	0.1	4	5 526	1.8	5072210	HARDWARE	2 370	0.1	68	70 597	3.4	
5099900	LABOR, SERVICE, AND RENTAL RECEIPTS FROM CUSTOMERS	2 429	1.9	(NA)	(NA)	(NA)	5085120	FARM, DAIRY MACHINERY, PARTS, AND EQPT., POULTRY EQPT. (INC. TRACTORS)	4 306	0.2	138	140 529	3.1	
	FARM SUPPLIES (SIC 5099, PART)	317	0.3	4	5 488	5.8	5091111	COAL (BITUMINOUS AND ANTHRACITE)	3 653	0.1	368	291 365	1.3	
	ALL ESTABLISHMENTS, SALES NOT REPORTED BY COMMODITY LINE, SALES REPORTED BY COMMODITY LINE.	80 238	100.0	6	(X)	(X)	5098110	LUMBER (ROUGH, DRESSED, FINISHED)	3 357	0.1	43	50 972	6.6	
	COMMODITIES, N.E.C.	80 238	100.0	(NA)	(NA)	(NA)	5099311	FEEDS (MIXED AND OTHER, INCL. PET FOOD) MILLED ON THE PREMISES, MIXED OR FEEDS BOUGHT AND SOLD, NOT REPORTED IN DETAIL.	72 939	2.7	1 044	840 745	8.7	
	ASSEMBLERS OF FARM PRODUCTS						5099312	FEED INGREDIENTS (MEALS--ALFALFA, SOY-BEAN, COTTON SEED, FISH, MEAT, ETC.)	13 243	0.5	254	269 325	4.9	
	ALL ESTABLISHMENTS, (NUMBER) SALES NOT REPORTED BY COMMODITY LINE, SALES REPORTED BY COMMODITY LINE.	2 742 005	100.0	3 363	(X)	(X)	5099321	FERTILIZER, FERTILIZER MATERIALS	41 305	1.5	857	740 674	5.6	
5043100	DAIRY PRODUCTS, ICE CREAM, ICES, BUTTER, CHEESE, ICE CREAM, ICES, MILK, CREAM (FLUID), OTHER DAIRY PRODUCTS, NOT REPORTED IN DETAIL.	192 728	7.0	150	209 526	92.0	5099322	AGRIC. CHEMICALS, INC. INSECTICIDES, FUNGICIDES, ETC. (EXC. FERTILIZER)	4 174	0.2	487	448 629	0.9	
		7 899		21	22 835	34.6	5099330	SEEDS, HAY, ALFALFA, OTHER FARM SUPPLIES	22 432	0.8	827	662 874	3.4	
		887		13	14 949	2.9	5099390	PETROLEUM PRODUCTS, LIQUEFIED PETROLEUM GASES, GASOLINE, KEROSENE, DISTILLATE AND RESIDUAL FUEL OILS, OILS, GREASES, OTHER PETROLEUM PROD. NOT REPORTED IN DETAIL.	10 970	0.4	200	163 492	6.7	
		105 348		77	115 980	92.4	5099611	PETROLEUM PRODUCTS, LIQUEFIED PETROLEUM GASES, GASOLINE, KEROSENE, DISTILLATE AND RESIDUAL FUEL OILS, OILS, GREASES, OTHER PETROLEUM PROD. NOT REPORTED IN DETAIL.	16 418	0.6	260	249 754	6.6	
		8 705		19	25 186	34.6	5099620	FLOWERS, PLANTS, FLORISTS, SUP., ETC.	2 686	0.1	3	3 530	76.1	
		68 865		(NA)	(NA)	(NA)	5099699	MISCELLANEOUS LINES OF MERCHANDISE	9 055	0.3	419	339 995	2.7	
5044110	EGGS (FRESH, STORAGE)	79 314	2.9	89	100 956	78.6								

Standard Notes: - Represents zero. (D) Withheld to avoid disclosure. (NA) Not available. (X) Not applicable.

TABLE 11. Commodity Line Sales by Kind of Business—United States: 1963—Continued

SIC industry and commodity line code	Kind of business and commodity line	Sales of specified commodity line		Establishments reporting commodity line	Col. 1 as percent of col. 4	SIC industry and commodity line code	Kind of business and commodity line	Sales of specified commodity line		Establishments reporting commodity line	Col. 1 as percent of col. 4
		Amount (\$1,000)	Percent distribution					Amount (\$1,000)	Percent distribution		
		(1)	(2)	(3)	(5)			(1)	(2)	(3)	(5)
5099800	ASSEMBLERS OF FARM PRODUCTS—CON. COMMODITY CREDIT CORPORATION.	41 068	1.5	1 593	3.2		ASSEMBLERS OF FARM PRODUCTS—CON. FRESH FRUITS, VEGETABLES (SIC 5048)	291 978	100.0	239	(x)
5099900	COMMODITIES, N.E.C.	7 081	0.3	(NA)	(NA)		ALL ESTABLISHMENTS. . . . (NUMBER) 267 SALES NOT REPORTED BY COMMODITY LINE . . . (\$1,000) 17,130 SALES REPORTED BY COMMODITY LINE. . . .	278 159 214 411 57 502 55 (NA)	95.3	239 (NA)	95.3 95.0 96.1 (NA)
	LABOR, SERVICE, AND RENTAL RECEIPTS FROM CUSTOMERS	31 717	1.2	1 753	2.3		FRESH FRUITS, VEGETABLES, BERRIES . . . FRESH FRUITS, BERRIES, MELONS . . . FRESH VEGETABLES. . . . NOT REPORTED IN DETAIL. . . .	19 156			
5043100	DAIRY PRODUCTS (SIC 5043)	198 197	100.0	135	(x)		FARM, DAIRY MACHINERY, PARTS, & EQPT., POULTRY EQUIPMENT (INC. TRACTORS). . . .	442	0.2	3	17.0
5043100	DAIRY PRODUCTS, ICE CREAM, ICES	192 205	97.0	135	97.0		FERTILIZER, FERTILIZER MATERIALS. . . .	1 684	0.6	34	5.4
	BUTTER. . . .	7 877		19	34.8		AGRIC. CHEMICALS, INC. INSECTICIDES, FUNGICIDES, ETC. (EXC. FERTILIZER). . . .	641	0.2	17	3.9
	CHEESE. . . .	14 527		12	6.1		HAY, ALFALFA, OTHER FARM SUPPLIES. . . .	984	0.3	16	8.3
	ICE CREAM, ICES. . . .	1 020		13	7.8		OTHER TEXTILE PRODUCTS. . . .	149	0.1	4	7.6
	MILK, CREAM (FLUID). . . .	105 321		76	92.5		MISC. LINES OF MERCHANDISE. . . .	592	0.2	15	5.9
	OTHER DAIRY PRODUCTS. . . .	8 705		19	34.6		COMMODITIES, N.E.C. . . . .	2 770	0.9	(NA)	(NA)
	NOT REPORTED IN DETAIL. . . .	68 396		(NA)	(NA)		LABOR, SERVICE, AND RENTAL RECEIPTS FROM CUSTOMERS . . . . .	6 557	2.2	41	18.9
5044110	EGGS (FRESH, STORAGE)	1 951	1.0	8	29.1		LABOR, SERVICE, AND RENTAL RECEIPTS FROM CUSTOMERS	25 157	100.0	34	(x)
5085120	FARM, DAIRY MACHINERY, PARTS, & EQPT., POULTRY EQUIPMENT (INC. TRACTORS).	496	0.3	8	4.7		LABOR, SERVICE, AND RENTAL RECEIPTS FROM CUSTOMERS	20 784	82.6	34	82.6
5099311	FEEDS (MIXED AND OTHER, INCL. PET FOOD)	892	0.5	12	6.6		COTTON (RAW), INCLUDING LINTERS . . . .	798	3.2	6	11.4
5099321	FERTILIZER, FERTILIZER MATERIALS.	324	0.2	5	4.2		OIL SEED, OIL NUTS, OIL KERNELS (COTTON, FLAXSEED, ETC.) . . . .	31	0.1	3	1.5
5099390	HAY, ALFALFA, OTHER FARM SUPPLIES	123	0.1	8	2.0		COAL (BITUMINOUS AND ANTHRACITE). . . .	935	3.7	14	8.4
5099900	COMMODITIES, N.E.C.	1 565	0.8	(NA)	(NA)		FEEDS (MIXED AND OTHER, INC. PET FOOD). POULTRY, LIVESTOCK FEEDS, MIXED OR MILLED ON THE PREMISES . . . .	255 586		8 (NA)	4.8 (NA)
	LABOR, SERVICE, AND RENTAL RECEIPTS FROM CUSTOMERS	641	0.3	15	2.3		FEEDS BOUGHT AND SOLD . . . . NOT REPORTED IN DETAIL. . . .	94			4.2
	POULTRY, POULTRY PRODUCTS (SIC 5044)	99 598	100.0	94	1.7		FERTILIZER, FERTILIZER MATERIALS. . . .	260	1.0	9	4.2
5043100	ALL ESTABLISHMENTS. . . . (NUMBER) 103 SALES NOT REPORTED BY COMMODITY LINE . . . (\$1,000) 3,368 SALES REPORTED BY COMMODITY LINE. . . .	61	0.1	4	3.531		AGRIC. CHEMICALS, INC. INSECTICIDES, FUNGICIDES, ETC. (EXC. FERTILIZER). . . .	81	0.3	5	2.0
5044110	DAIRY PRODUCTS, ICE CREAM, ICES	75 848	76.2	63	94.8		SEEDS . . . . .	117	0.5	6	2.8
5044120	EGGS (FRESH, STORAGE)	20 635	20.7	42	66.3		HAY, ALFALFA, OTHER FARM SUPPLIES . . . .	92	0.4	4	5.8
5099311	POULTRY	731	0.7	6	17.1		PETROLEUM PRODUCTS. . . . .	74	0.3	3	2.2
5099699	FEEDS (MIXED AND OTHER, INCL. PET FOOD)	437	0.4	8	4.4						
5099900	MISC. LINES OF MERCHANDISE.	1 321	1.3	(NA)	(NA)						
	LABOR, SERVICE, AND RENTAL RECEIPTS FROM CUSTOMERS	565	0.6	19	19.902						

Standard Notes: — Represents zero. (D) Withheld to avoid disclosure. (NA) Not available. (X) Not applicable.



TABLE 11. Commodity Line Sales by Kind of Business—United States: 1963—Continued

SIC industry and commodity line code	Kind of business and commodity line	Sales of specified commodity line			SIC industry and commodity line code	Kind of business and commodity line	Sales of specified commodity line			SIC industry and commodity line code	Kind of business and commodity line	Sales of specified commodity line			Col. 1 as percent of col. 4 (5)
		Amount (\$1,000) (1)	Percent distribution (2)	Number (3)			Amount (\$1,000) (1)	Percent distribution (2)	Number (3)			Amount (\$1,000) (1)	Percent distribution (2)	Number (3)	
	ASSEMBLERS OF FARM PRODUCTS--CON. COTTON--CON.														
5099699	MISCELLANEOUS LINES OF MERCHANDISE. . . . .	179	0.7	3	3 608	5.0	5099800	COMMODITY CREDIT CORPORATION. . . . .	40 093	2.1	1 549	1 236 852	3.2	(NA)	
5099800	COMMODITY CREDIT CORPORATION. . . . .	387	1.5	17	13 799	2.8	5099900	COMMODITIES, N.E.C. . . . .	7 540	0.4	(NA)	(NA)	(NA)	(NA)	
5099900	COMMODITIES, N.E.C. . . . .	739	2.9	(NA)	(NA)	(NA)		LABOR, SERVICE, AND RENTAL RECEIPTS FROM CUSTOMERS. . . . .	22 120	1.2	1 624	1 269 495	1.7	(NA)	
	LABOR, SERVICE, AND RENTAL RECEIPTS FROM CUSTOMERS. . . . .	680	2.7	19	13 571	5.0		I LIVESTOCK, EXCEPT HORSES AND MULES (SIC 505, PART)							
5040420	POULTRY. . . . .	1 117	0.1	40	41 446	2.7	5052100	GRAINS (CORN, WHEAT, OATS, BARLEY, SORGHUM GRAINS), BEANS, ETC. . . . .	10 000	7.2	16	29 707	33.7	(X)	
5052100	GRAINS (CORN, WHEAT, OATS, BARLEY, SORGHUM GRAINS), BEANS, ETC. . . . .	1 579 694	87.7	2 685	1 913 031	87.8	5053100	I LIVESTOCK (EXCEPT HORSES, MULES). . . . .	127 113	91.0	99	139 746	91.0	(X)	
5053100	I LIVESTOCK (EXCEPT HORSES, MULES). . . . .	2 942	0.2	15	19 443	15.1		CATTLE, CALVES. . . . .	37 554		56	98 372	38.2	(X)	
	CATTLE, CALVES. . . . .	1 917		11	13 295	12.5		SHEEP, LAMBS. . . . .	8 708		32	65 349	13.7	(X)	
	HOGS. . . . .	1 007		3	4 951	20.8		OTHER LIVESTOCK. . . . .	77 988		4	1 762	7.4	(X)	
	NOT REPORTED IN DETAIL. . . . .	18		(NA)	(NA)	(NA)		NOT REPORTED IN DETAIL. . . . .	2 733		(NA)	(NA)	(NA)	(X)	
5059920	OIL SEED, OIL NUTS, OIL KERNELS (COTTON, FLAXSEED, ETC.) . . . . .	2 720	0.1	28	28 838	9.4	5099311	FEEDS (MIXED AND OTHER, INC. PET FOOD). FEEDS BOUGHT AND SOLD. . . . .	750	0.5	6	8 622	8.7	(NA)	
5072210	HARDWARE. . . . .	2 150	0.1	50	59 586	3.6		NOT REPORTED IN DETAIL. . . . .	405		5	6 550	6.2	(NA)	
5085120	FARM, DAIRY MACHINERY, PARTS, & EQPT., POULTRY EQUIPMENT (INC. TRACTORS). . . . .	3 109	0.2	120	119 659	2.6	5099321	FERTILIZER, FERTILIZER MATERIALS. . . . .	361	0.3	4	5 723	6.3	(NA)	
5091111	COAL (BITUMINOUS AND ANTHRACITE). . . . .	3 521	0.2	360	286 290	1.2	5099330	SEEDS. . . . .	139	0.1	5	6 840	2.0	(NA)	
5098110	LUMBER (ROUGH, DRESSED, FINISHED). . . . .	3 145	0.2	42	49 912	6.3	5099800	COMMODITY CREDIT CORPORATION. . . . .	219	0.2	12	19 463	1.1	(NA)	
5099311	FEEDS (MIXED AND OTHER, INC. PET FOOD). POULTRY, LIVESTOCK FEEDS, MIXED OR MILLED ON THE PREMISES. . . . .	58 722	3.1	973	774 845	7.6	5099900	LABOR, SERVICE, AND RENTAL RECEIPTS FROM CUSTOMERS. . . . .	101	0.1	11	17 599	0.6	(NA)	
	FEEDS BOUGHT AND SOLD. . . . .	19 138		283	278 582	6.9		MISCELLANEOUS FARM PRODUCTS (SIC 505, PART)							
	NOT REPORTED IN DETAIL. . . . .	52 523		761	562 063	5.8		ALL ESTABLISHMENTS. . . . . (NUMBER) 29							
	FEED INGREDIENTS (MEALS--ALFALFA, SOY-BEAN, COTTON SEED, FISH, MEAT, ETC.) . . . . .	7 061		(NA)	(NA)	(NA)		SALES NOT REPORTED BY COMMODITY LINE. . . . . (\$1,000) 341							
5099312	FEED INGREDIENTS (MEALS--ALFALFA, SOY-BEAN, COTTON SEED, FISH, MEAT, ETC.) . . . . .	12 351	0.6	234	241 001	5.1		SALES REPORTED BY COMMODITY LINE. . . . .	30 782	100.0	27	(X)	(X)	(X)	
5099321	FERTILIZER, FERTILIZER MATERIALS. . . . .	37 006	1.9	781	668 993	5.5		GRAINS (CORN, WHEAT, OATS, BARLEY, SORGHUM GRAINS), BEANS, ETC. . . . .	1 119	3.6	5	4 795	23.3	(X)	
5099322	AGRIC. CHEMICALS, INC. INSECTICIDES, FUNGICIDES, ETC. (EXC. FERTILIZER). . . . .	3 189	0.2	444	408 665	0.8	5052100	TOBACCO (LEAF). . . . .	10 373	33.7	12	11 765	88.2	(X)	
5099330	SEEDS. . . . .	10 553	0.6	768	604 471	1.7	5059200	WOOL, MOHAIR (RAW, TOPS, NOILS). . . . .	12 479	40.5	11	16 244	76.8	(X)	
5099390	HAY, ALFALFA, OTHER FARM SUPPLIES. . . . .	2 739	0.1	157	122 441	2.2	5059300	RAW WOOL. . . . .	12 479		11	16 244		(X)	
5099611	PETROLEUM PRODUCTS. . . . .	1 629	0.8	250	235 278	6.9	5059910	PEANUTS, UNROASTED. . . . .	4 223	13.7	3	4 288	98.5	(X)	
	LIQUEFIED PETROLEUM GASES. . . . .	1 359		50	51 773	2.6		ROPE, CORDAGE, TWINE. . . . .	42	0.1	3	3 447	1.2	(X)	
	GASOLINE, KEROSENE, DISTILLATE, AND RESIDUAL FUEL OILS. . . . .	11 760		173	162 232	7.2	5084940	FEEDS (MIXED AND OTHER, INC. PET FOOD). FEEDS BOUGHT AND SOLD. . . . .	174	0.6	5	5 876	3.0	(X)	
	OILS, GREASES, OTHER PETROLEUM PROD. . . . .	979		132	135 149	0.7	5099311	NOT REPORTED IN DETAIL. . . . .	154		3	3 684	4.2	(NA)	
	NOT REPORTED IN DETAIL. . . . .	2 031		(NA)	(NA)	(NA)			20		(NA)	(NA)	(NA)	(NA)	
5099699	MISCELLANEOUS LINES OF MERCHANDISE. . . . .	7 369	0.4	375	301 004	2.4									

Standard Notes: - Represents zero. (D) Withheld to avoid disclosure. (NA) Not available. (X) Not applicable.

TABLE 11. Commodity Line Sales by Kind of Business--United States: 1963--Continued

SIC industry and commodity line code	Kind of business and commodity line	Sales of specified commodity line		Establishments reporting commodity line		Col. 1 as percent of col. 4 (5)	SIC industry and commodity line code	Kind of business and commodity line	Sales of specified commodity line		Establishments reporting commodity line		Col. 1 as percent of col. 4 (5)
		Amount (\$1,000) (1)	Percent distribution (2)	Number (3)	Total sales, all commodity lines (\$1,000) (4)				Amount (\$1,000) (1)	Percent distribution (2)	Number (3)	Total sales, all commodity lines (\$1,000) (4)	
5099330	ASSEMBLERS OF FARM PRODUCTS--CON. MISCELLANEOUS FARM PRODUCTS--CON.							ASSEMBLERS OF FARM PRODUCTS--CON. FARM SUPPLIES--CON.					
5099800	SEEDS . . . . .	110	0.4	4	5 673	1.9	5099321	FERTILIZER, FERTILIZER MATERIALS. . . . .	1 472	3.9	21	14 875	9.9
5099900	COMMUNITY CREDIT CORPORATION. . . . .	192	0.6	5	5 815	3.3	5099322	AGRIC. CHEMICALS, INC. INSECTICIDES, FUNGICIDES, ETC. (EXC. FERTILIZER) . . . . .	193	0.5	15	11 290	1.7
	COMMUNITIES, N.E.C. . . . .	1 589	5.2	(NA)	(NA)	(NA)	5099330	SEEDS . . . . .	11 370	30.2	34	29 156	39.0
	LABOR, SERVICE, AND RENTAL RECEIPTS FROM CUSTOMERS . . . . .	481	1.6	10	10 235	4.7		SEED CORN . . . . .	1 521		3	3 154	48.2
	FARM SUPPLIES (SIC 5099, PART)							CEREAL GRAIN SEEDS (WHEAT, OATS, RYE, BARLEY) . . . . .	868		3	3 104	28.0
5052100	ALL ESTABLISHMENTS. . . . . (NUMBER) SALES NOT REPORTED BY COMMODITY LINE (\$1,000) 4,982 SALES REPORTED BY COMMODITY LINE. . . . .	37 692	100.0	45	(X)	(X)		FIELD SEED FOR FORAGE AND PASTURE . . . . .	3 916		7	11 779	33.2
5054940	GRAINS (CORN, WHEAT, OATS, BARLEY, SORGHUM GRAINS), BFANS, ETC. . . . .	2 924	7.8	19	12 952	22.6		VEGETABLE SEEDS . . . . .	2 596		3	3 786	48.5
5055120	ROPE, CORDAGE, TWINE. . . . .	42	0.1	7	4 061	1.0		NOT REPORTED IN DETAIL. . . . .	2 469		(NA)	(NA)	(NA)
5099311	FARM, DAIRY MACHINERY, PARTS, & EQUIP. POULTRY EQUIPMENT (INC. TRACTORS). . . . .	254	0.7	5	5 905	4.3	5099390	HAY, ALFALFA, OTHER FARM SUPPLIES . . . . .	6 979	18.5	9	13 519	51.6
5099312	FEEDS (MIXED AND OTHER, INC. PET FOOD). FEED INGREDIENTS (MEALS--ALFALFA, SOY-BEAN, COTTON SEED, FISH, MEAT, ETC.) . . . . .	10 703	28.4	26	18 904	56.6	5099611	PETROLEUM PRODUCTS. . . . .	169	0.4	3	3 018	5.6
		635	1.7	11	15 660	4.1		GASOLINE, KEROSENE, DISTILLATE AND RESIDUAL FUEL OILS . . . . .	85		3	3 018	2.8
								NOT REPORTED IN DETAIL. . . . .	84		(NA)	(NA)	(NA)
								MISCELLANEOUS LINES OF MERCHANDISE. . . . .	318	0.8	7	4 961	6.4
								COMMUNITY CREDIT CORPORATION. . . . .	155	0.4	8	5 822	2.7
								COMMUNITIES, N.E.C. . . . .	1 906	5.1	(NA)	(NA)	(NA)
								LABOR, SERVICE, AND RENTAL RECEIPTS FROM CUSTOMERS . . . . .	572	1.5	14	7 425	7.7

Standard Notes: - Represents zero. (D) Withheld to avoid disclosure. (NA) Not available. (X) Not applicable.

# Appendix A Retail Trade

## EXPLANATION OF TERMS

**Establishments**—An establishment is a single physical location at which business is conducted. An establishment is not necessarily identical with the “company” or “enterprise” which may consist of one or more establishments. Census of Business figures represent a summary of reports for individual “establishments” rather than “companies.” (Enterprise statistics reports, Series ES, will be issued at a later date covering the Censuses of Business, Manufactures, and Mineral Industries.) A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report 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 location under a single ownership, all activities generally were grouped together as a single establishment, and the entire establishment was classified on the basis of its major activity, with all data for it included in that classification. However, in cases where distinct and separate economic activities (for which different industry classification codes were appropriate) were conducted under the same ownership at a single location, and where conditions prescribed by the Standard Industrial Classification Manual for recognizing the existence of more than one establishment were met, separate establishment reports for each of the different activities were reported in the census.

In the case of leased departments, i.e., separately owned businesses operated as departments of a retail business under another ownership (e.g., a separately owned shoe department in a department store), only a single establishment, combining leased departments with the retail establishment in which they are located, is recognized for 1963 census purposes.

The “number of establishments” shown in this report is the number in business at the end of the census year.

**Sales**—Sales include merchandise sold, and receipts from repairs and from other services to customers whether or not payment was received in 1963. Sales are net of deductions for refunds and allowances for merchandise returned by customers. Total sales exclude amounts other than those received from customers, such as income from investments, rental of real estate, etc. They include local and State sales taxes and Federal excise taxes collected by the store directly from customers and paid directly by the store to a local, State, or Federal tax agency. Gasoline, liquor, tobacco, and other excise taxes which are paid by the manufacturer or wholesaler and passed along to the retailer are also included.

Sales do not include retail sales made by manufacturers, wholesalers, service establishments, and other businesses whose primary activity is other than retail trade. They do, however, include receipts other than from the sale of merchandise at retail (e.g., service receipts, sales to industrial users, sales to other retailers, etc.) by establishments primarily engaged in retail trade.

Although the count of establishments in this report represents the number in business at the end of the year, the

sales figures include sales of all establishments in business at any time during the year. Although nonemployer establishments are included in the tables if they operated at an annual sales volume rate of \$2,500 or more, their reported sales have not been projected to a full year's operation.

**Payroll, entire year**—Payroll includes salaries, wages, commissions, bonuses, vacation allowances, and the value of payments in kind (such as free meals, lodgings, etc.) paid during the year to all employees. Gratuities received by employees from patrons are not included. 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 is not limited to “taxable” payroll as reported on IRS Form 941.

**Payroll, workweek ended nearest November 15**—This item consists of payroll, as defined above, paid to persons on the payroll in the pay period ended nearest November 15, 1963. Establishments with a pay period 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**—These data are computed by crediting sole proprietorships with one proprietor and partnerships with two proprietors if the establishment was in business during the week of November 15.

## KIND-OF-BUSINESS CLASSIFICATIONS

Retail trade, as defined in major groups 52 through 59 of the 1957 edition of the SIC Manual and its supplement<sup>1</sup> issued in 1963, and as covered in the 1963 census, includes establishments primarily engaged in selling merchandise to customers for personal, household, or farm use. Some of the important characteristics of retail trade establishments are: The establishment is engaged in activities to attract the general public to buy; the establishment buys or receives merchandise as well as sells; the establishment may process its products, but such processing is incidental or subordinate to selling; and the establishment is considered as “retail” by the trade.

In this report, liquor stores operated by State and local governments, classified in SIC major groups 92 and 93, are also included.

Excluded from retail trade are places of business operated by institutions and open only to their own members or personnel, such as restaurants and bars operated by clubs, school cafeterias, eating places operated by industrial and commercial enterprises for their own employees, establishments operated by agencies of the Federal Government on military posts, hospitals, etc. (As noted previously, there is a table in this report showing data for establishments on military, air, and naval posts.)

Establishments covered by the census were assigned a kind-of-business classification in accordance with the provisions

<sup>1</sup> Executive Office of the President, Bureau of the Budget, *Standard Industrial Classification Manual, 1957, and Supplement to 1957 Edition, 1963.*

of the 1957 edition of the SIC Manual and its supplement, issued in 1963. However, because in some instances a more detailed classification is required for census purposes than is available in the SIC Manual, additional kinds of business have been identified within the SIC categories.

It should be noted that kind-of-business classifications are not interchangeable with commodity classifications. Most businesses sell a number of kinds of commodities. The kind-of-business code assigned generally reflects either the individual commodity or commodity group which is the primary source of the establishment's receipts or some mixture of commodities which characterize the establishment's business. Thus, the classification of establishments by kind of business generally does not make it possible to determine either the number of establishments handling a particular commodity or the sales of that commodity. For example, the "food group" classification excludes stores selling some food if the sale of food is not the primary source of receipts; moreover, even though stores are classified as "food stores" some of their receipts may be derived from the sale of nonfood products. (Some indication of the extent to which various broad groups of commodities or lines of merchandise are characteristic of different kinds of business will be available in the Census of Business report, Sales by Line of Merchandise, Series BC63-RS.)

As noted in the Introduction under "Method of Enumeration," the 1963 census data are based on reports from two different sources, for "employer" and "nonemployer" establishments. "Nonemployer" establishments were classified on the basis of information supplied on the 1963 Federal income tax returns. Because of the nature of the information available on the tax returns, the kind-of-business classifications for these establishments represent primarily a "self-designation" by the establishments.

"Employer" establishments, on the other hand, were canvassed by mail and required to complete report forms especially designed for this census. These reports on census forms include information on sales by merchandise lines and other classification data which make possible a more uniform system of classification.

Descriptions of those kinds of business for which data are provided follow.

Lumber, Building Materials, Hardware, Farm  
Equipment Dealers (SIC Major Group 52)

Establishments primarily selling lumber, building materials, the basic lines of hardware, paint, wallpaper, glass, electrical supplies, roofing materials, and other supplies and equipment for home construction. Establishments primarily selling farm equipment are also included. Establishments in this group sell to contractors as well as to the general public.

**Lumber yards (Part of SIC 521)**—Establishments primarily selling lumber, millwork, and other building materials, such as brick and tile, cement, cinder blocks, sand and gravel, fencing materials, storm doors and windows, wall board, and roofing materials. Establishments are included in this category only if their receipts from sales of lumber and millwork are one-third or more of their total receipts.

**Building materials dealers (Part of SIC 521)**—Establishments primarily selling either a specialized or a general line of build-

ing materials. If lumber and millwork are sold, receipts from sales of these commodities are less than one-third of total receipts.

**Heating, plumbing equipment dealers (SIC 522)**—Establishments primarily selling plumbing supplies and heating and air-conditioning equipment. Establishments primarily engaged in installation on a contract basis or in repairs are not included in the Census of Business.

**Paint, glass, wallpaper stores (SIC 523)**—Establishments primarily selling paint, glass and wallpaper, or any combination of these lines. Establishments primarily engaged in installing glass (except auto glass) are not included in the Census of Business.

**Electrical supply stores (SIC 524)**—Establishments primarily selling electrical supplies, such as lighting fixtures, switches, cable, and fuse boxes for use in homes. Establishments primarily selling electrical appliances are included with "Furniture, Home Furnishings, Equipment Stores" (SIC major group 57).

**Hardware stores (SIC 5251)**—Establishments primarily selling a number of basic hardware lines, such as tools, builders' hardware, paint and glass, housewares and household appliances, cutlery, and roofing materials. These establishments may also sell farm implements.

**Farm equipment dealers (SIC 5252)**—Establishments primarily selling farm tractors, reapers, mowers, plows, wagons, and related farm equipment. These establishments may also sell a combination of basic lines of hardware, such as tools, builders' hardware, housewares, cutlery, and related lines.

General Merchandise Stores (SIC Major Group 53,  
Except for "Nonstore Retailers")

This group includes all establishments within SIC major group 53, "General Merchandise," except for "nonstore" establishments which for purposes of this publication are separately classified. (See last group below.) In the 1958 Census of Business, this group (SIC 53) included a classification, "general stores." This classification has now been eliminated. The stores previously classified as "general stores" are now defined as "grocery stores" if their sales of food accounted for 50 percent or more of total receipts, and as "general merchandise stores" if food sales accounted for less than 50 percent of total receipts.

**Department stores (SIC 531)**—Establishments normally employing 25 people or more and engaged in selling some items in each of the following lines of merchandise:

1. Furniture, home furnishings, appliances, radio and TV sets.
2. A general line of apparel for the family.
3. Household linens and dry goods.

An establishment with total sales of less than \$5 million, in which sales of any one of these groupings is greater than 80 percent of total sales, is not classified as a department store.

An establishment with total sales of \$5 million or more is classified as a department store even if sales of one of the groups described above is more than 80 percent of total sales,

provided that the combined sales of the other two groups is \$500,000 or more. Relatively few stores of this type are included in this classification as a result of this special rule and most of those which are would otherwise have been classified in the apparel group (SIC major group 56).

**Limited price variety stores (SIC 533)**—Establishments primarily selling a variety of merchandise in the low and popular price ranges, such as stationery, gift items, women's accessories, toilet articles, light hardware, toys, housewares, confectionery. These establishments frequently are known as "5 and 10 cent" stores and "5 cents to a dollar" stores, although merchandise is usually sold outside these price ranges.

Classification of stores in this category is primarily based on self-designation by the store operators.

**General merchandise stores (Part of SIC 539)**—Establishments primarily selling household linens and dry goods, and/or a combination of apparel, hardware, homewares or home furnishings and other lines in limited amounts. Establishments which meet the criteria for department stores, except as to employment, are included in this classification. Included in this classification are establishments whose sales of "apparel" or of "furniture and home furnishings" exceed half of their total sales providing that sales of the smaller of the two lines in combination with "dry goods and household linens" accounts for 20 percent or more of total sales.

**Dry goods stores (Part of SIC 539)**—Establishments primarily selling dry goods, notions, and piece goods.

**Sewing, needlework stores (Part of SIC 539)**—Establishments primarily selling sewing and knitting supplies and yarn or any combination of these commodities.

#### Food Stores (SIC Major Group 54)

Establishments primarily selling food for home preparation and consumption. Establishments primarily selling prepared food and drinks for consumption on their own premises are classified as "Eating and Drinking Places" (SIC major group 58), and stores primarily engaged in selling packaged beers and liquors are classified separately as "liquor stores" (SIC 592).

**Grocery stores, including delicatessens (SIC 541)**—Establishments primarily selling (1) a wide variety of canned or frozen foods, such as vegetables, fruits, and soups; (2) dry groceries, either packaged or in bulk, such as tea, coffee, cocoa, dried fruits, spices, sugar, flour, and crackers; and (3) other processed food and nonedible grocery items. In addition these establishments often sell smoked and prepared meats, fresh fish and poultry, fresh vegetables and fruits, and fresh or frozen meats. This classification includes some establishments which under the rules followed in the 1958 Census of Business would have been classified as "general stores" in the "General Merchandise Group."

**Meat markets (Part of SIC 542)**—Establishments primarily selling meat. These establishments frequently sell poultry, fish, dairy products, eggs, and some groceries. Establishments included in this category reported that "fresh, frozen meat" accounted for more than half of their total receipts and "meat, fish, poultry" sales accounted for 80 percent or more of total

receipts. In the 1958 Census of Business establishments were included if they reported that "fresh and frozen meat" accounted for 50 percent or more of their total sales.

**Fish (seafood) markets (Part of SIC 542)**—Establishments primarily selling fish, oysters and other shellfish, and other seafoods. These establishments frequently sell other food items commonly used in preparing seafood or consumed with seafoods.

**Fruit stores, vegetable markets (SIC 543)**—Establishments primarily selling fresh fruits and fresh vegetables. They are frequently found in public or municipal markets. These establishments frequently carry a limited line of grocery items. Stands operated by farmers selling only their own produce are not included in the Census of Business.

**Candy, nut, confectionery stores (SIC 544)**—Establishments primarily selling candy, nuts, or other confections. Operation of a soda fountain or lunch counter is common.

**Dairy products stores (SIC 545)**—Establishments primarily selling dairy products, such as fluid milk and cream, cheese, ice cream, and sherbets. A limited line of groceries is frequently carried. Establishments which bottle, pasteurize, homogenize, or otherwise process fluid milk are not included in the Census of Business, but are included in the Census of Manufactures (SIC 202).

**Retail bakeries, manufacturing (SIC 5462)**—Establishments primarily selling bakery products, such as bread, cakes, pies, or cookies, over the counter, some or all of which are baked on their own premises. Bakeries, most of whose products are distributed directly to consumers or to stores by means of route delivery, are not included in the Census of Business but are included in the Census of Manufactures (SIC 205).

**Retail bakeries, nonmanufacturing (SIC 5463)**—Establishments primarily selling bakery products, such as bread, cakes, pies, or cookies, over the counter. Establishments included in this category do not bake any of the products they sell.

**Egg and poultry dealers (Part of SIC 549)**—Establishments primarily selling eggs and poultry. A limited line of groceries is frequently carried.

**Other (Part of SIC 549)**—Establishments, not elsewhere classified, primarily selling specialized lines of food, such as coffee and tea stores, spice shops, health food stores, etc.

#### Automotive Dealers (SIC Major Group 55, Except 554)

NOTE: This group does not include establishments primarily engaged in selling trucks and motorized industrial equipment. Such establishments are included in the wholesale trade portion of the Census of Business.

**Passenger car dealers, franchised (SIC 551)**—Establishments primarily selling new automobiles, or new and used automobiles. These establishments frequently operate repair shops and used car lots and may carry stocks of replacement parts, tires, batteries, and automotive accessories, and may also sell trucks. In some tabulations this category is subdivided to show data separately for establishments which sell (1) new

domestically produced passenger cars only, (2) new imported passenger cars only, and (3) new domestic and imported passenger cars. Used car lots and repair shops operated by franchised dealers are not recognized as separate establishments. Data for such operations are consolidated in this category with other data for franchised passenger car dealers.

**Passenger car dealers, nonfranchised (SIC 552)**—Establishments primarily selling used cars and not holding a franchise for the sale of new passenger cars.

**Tire, battery, accessory dealers (Part of SIC 553)**—Establishments primarily selling new automobile tires, batteries, automobile seat covers, and automobile parts and accessories. Establishments primarily selling used merchandise in these categories are classified as "secondhand stores" (SIC 5933). Some of the stores which would have been classified in this kind of business in the 1958 Census of Business are classified as "home and auto supply stores" in the 1963 census, as their sales of tire, battery, and accessory items do not account for the majority of their sales.

**Home and auto supply stores (Part of SIC 553)**—Establishments engaged in selling a combination of lines of merchandise including tires, batteries, and accessories, household appliances, radios and television sets, sporting and recreational goods, toys, housewares, and hardware. This classification is new in this census. Many of the stores included in this classification were previously defined as "tire, battery, accessory dealers."

**Aircraft, motorcycle dealers (Part of SIC 559)**—Establishments primarily selling new or used motorcycles, aircraft for private (noncommercial) use. Dealers primarily selling parts and supplies for these products to private (noncommercial) users are also included.

**Household trailer dealers (Part of SIC 559)**—Establishments primarily selling household trailers.

**Boat dealers (Part of SIC 559)**—Establishments primarily selling motorboats and other watercraft, including motors to private (noncommercial) users.

**Other automotive dealers (Part of SIC 559)**—Establishments primarily selling automotive products not elsewhere classified.

#### Gasoline Service Stations (SIC 554)

Establishments primarily selling gasoline and other automotive petroleum products. Establishments called garages but deriving the larger part of receipts from gasoline and oil sales are included.

#### Apparel and Accessories Stores (SIC Major Group 56)

Establishments in this group are primarily engaged in selling clothing of all kinds and related articles for personal wear and adornment. Not included in this group are the establishments which meet the criteria for department stores or general merchandise stores (SIC 531 and part of 5392), even though most of their receipts are from the sale of apparel and apparel accessories.

**Men's, boys' clothing and furnishings stores (SIC 561)**—Establishments selling men's, boys' clothing and furnishings. Estab-

lishments are included in this category provided (1) their sales of all types of apparel (except as noted in the definition for general merchandise group stores) account for 80 percent or more of total sales, and (2) sales of all men's and boys' apparel are three or more times the sales of all women's and girls' apparel. Establishments primarily selling garments made to customer order are classified as "custom tailors" (SIC 567).

**Custom tailors (SIC 567)**—Establishments primarily selling outer garments, such as suits, overcoats, uniforms, dresses, etc., made on their own premises to customer order. Establishments primarily selling furs and fur apparel are classified as "furriers, fur shops" (SIC 568).

**Women's ready-to-wear stores (SIC 562)**—Establishments primarily selling women's and girls' apparel. Establishments are included in this category provided (1) their sales of all types of apparel (except as noted in the definition for general merchandise group stores) account for 80 percent or more of total sales, (2) sales of all women's and girls' apparel are three or more times the sales of all men's and boys' apparel, and (3) sales of women's and girls' coats, suits, and dresses are at least one-third of sales of all women's and girls' apparel. Establishments primarily selling garments made to customer order are classified as "custom tailors" (SIC 567).

**Bridal shops (Part of SIC 562)**—Establishments primarily selling bridal wear and bridal accessories.

**Maternity shops (Part of SIC 562)**—Establishments primarily selling maternity wear and accessories.

**Millinery stores (Part of SIC 563)**—Establishments primarily selling women's hats, including those making hats on their own premises to customer order.

**Corset, lingerie stores (Part of SIC 563)**—Establishments primarily selling women's foundation garments, underclothing, negligees, robes, and other intimate wear. Establishments primarily engaged in selling foundation garments made or fitted to individual customer order are also included.

**Hosiery stores (Part of SIC 563)**—Establishments primarily selling women's hosiery.

**Apparel, accessory, other specialty stores (Part of SIC 563)**—Establishments primarily selling a specialized line of women's and girls' apparel items (such as riding apparel, beachwear, etc.). For establishments specializing in furs and fur apparel, see below. Also included are establishments which meet the definition for women's ready-to-wear stores except that sales of women's and girls' coats, suits, and dresses are less than one-third of sales of all women's and girls' apparel. Establishments which sell men's and boys' apparel in combination with women's and girls' apparel may be classified as "family clothing stores" (SIC 565) under certain conditions, as specified in the definition for that kind of business.

**Furriers, fur shops (SIC 568)**—Establishments primarily selling furs and fur garments. Establishments primarily engaged in selling fur garments made on their own premises to individual order are also included.

**Children's, infants' wear stores (SIC 564)**—Establishments primarily selling children's and infants' clothing, furnishings, and accessories.

**Family clothing stores (SIC 565)**—Establishments primarily selling clothing, furnishings, and accessories for men, women, and children, without specializing in any one line. Establishments are included in this category provided (1) their sales of all types of apparel (except as noted in the definition for general merchandise group stores) account for 80 percent or more of their total sales, (2) sales of all women's and girls' apparel items are not more than three times the sales of all men's and boys' items, and (3) the sales of all men's and boys' apparel items are not more than three times the sales of all women's and girls' apparel items.

**Men's shoe stores (Part of SIC 566)**—Establishments primarily selling men's and boys' shoes and other footwear. Establishments selling women's and girls' footwear are included in this classification provided the combined sales of women's and girls', children's, and infants' footwear are less than one-fourth the sales of men's and boys' footwear. See also the definitions for the other types of shoe stores.

**Women's shoe stores (Part of SIC 566)**—Establishments primarily selling women's and girls' shoes and other footwear. Establishments selling men's and boys' footwear are included in this classification provided the combined sales of men's, boys', children's, and infants' footwear are less than one-fourth the sales of women's and girls' footwear. See also the definitions for the other types of shoe stores.

**Children's, juveniles' shoe stores (Part of SIC 566)**—Establishments primarily selling children's and infants' shoes and other footwear. Establishments selling men's, boys', women's, and girls' footwear are included in this classification provided the combined sales of all of these are less than one-fourth the sales of children's and infants' footwear. See also the definitions for the other types of shoe stores.

**Family shoe stores (Part of SIC 566)**—Establishments primarily selling shoes and other footwear. Establishments in this classification sell both men's and women's shoes, and may or may not sell children's shoes. The sales of any one of the three major groupings (men's and boys' footwear, women's and girls' footwear, and children's and infants' footwear) are not more than three times the sales of the other two groupings combined. If children's and infants' footwear are not carried, sales of the larger of the two remaining groupings are not more than three times the sales of the smaller. See also the definitions for the other types of shoe stores.

**Miscellaneous apparel, accessory stores (SIC 569)**—Establishments primarily selling specialized lines of apparel and accessories not elsewhere classified.

#### Furniture, Home Furnishings, and Equipment Stores (SIC Major Group 57)

Establishments primarily selling merchandise used in furnishing the home, such as furniture, floor coverings, draperies, glass and chinaware, domestic stoves, refrigerators, and other household electrical and gas appliances, including radio and TV

sets. Also included are musical instrument stores and music and record shops.

**Furniture stores (SIC 5712)**—Establishments primarily selling household furniture, mattresses, springs, and other sleep equipment. Also included in this classification are establishments selling household appliances, record players and radio and TV sets, provided the receipts from sales of furniture and sleep equipment exceed those from sales of the other commodity lines named.

**Floor coverings stores (SIC 5713)**—Establishments primarily selling any kind or combination of floor coverings, such as rugs, carpets, linoleum, tile (rubber, vinyl, asphalt, cork), and related products.

**Drapery, curtain, upholstery stores (SIC 5714)**—Establishments primarily selling draperies, curtains, slipcovers, and upholstery materials. Establishments primarily selling custom-made draperies and slipcovers for household use are also included.

**China, glassware, metalware stores (SIC 5715)**—Establishments primarily selling china, glassware, crockery, tinware, enamelware, aluminumware, stainless steel flatware, cutlery, and other metalware for table and kitchen use. Establishments primarily selling sterling or plated silver flatware or tableware are classified as "jewelry stores" (SIC 597).

**Miscellaneous home furnishings stores (SIC 5719)**—Establishments primarily selling specialized lines of home furnishings not elsewhere classified, such as lamps and lampshades, blinds and window shades, picture frames and mirrors, etc.

**Household appliance stores (SIC 572)**—Establishments primarily selling electric and gas household appliances, such as washers, dryers, refrigerators, stoves, freezers, vacuum cleaners, sewing machines, dehumidifiers, self-contained room air conditioners, etc. Also included are establishments selling furniture, sleep equipment, record players, radio and TV sets provided the receipts from the sales of household appliances exceed those from the sales of the other commodities mentioned.

**Radio and television stores (SIC 5732)**—Establishments primarily selling radios, television sets, record players, and tape recorders. Also included are establishments selling furniture, sleep equipment, and household appliances provided the receipts from sales of record players, radio and TV sets, and tape recorders exceed those from sales of the other commodities mentioned.

**Record shops (Part of SIC 5733)**—Establishments primarily selling phonograph records and albums.

**Musical instrument stores (Part of SIC 5733)**—Establishments primarily engaged in selling musical instruments, such as organs, pianos, horns, stringed instruments, drums, xylophones, etc.

#### Eating and Drinking Places (SIC Major Group 58)

This group included a classification "railroad dining-car facilities" in the 1958 Census of Business completely omitted from the 1963 Census of Business.

**Restaurants, lunchrooms (Part of SIC 5812)**—Establishments primarily selling prepared foods and drinks for consumption on

their own premises. Establishments included in this group may offer table service or counter service or both.

Establishments in which sales of alcoholic beverages for consumption on the premises exceed receipts from sales of prepared foods and nonalcoholic beverages are classified as drinking places (SIC 5813).

**Cafeterias (Part of SIC 5812)**—Establishments primarily selling prepared foods and drinks for consumption on their own premises. In these establishments customers serve themselves.

**Refreshment places (Part of SIC 5812)**—Establishments primarily selling limited lines of refreshments and food items for immediate consumption. Establishments engaged in selling ice cream, frozen custard, soft ice cream, and similar refreshment items from trucks are included in this classification. In the 1958 Census of Business these establishments were classified as "direct selling (house-to-house) organizations" in the "Non-store Retailers" group. In the 1958 Census of Business establishments calling themselves "refreshment places" were defined as restaurants if they reported having facilities for seating 5 or more customers.

In this Census establishments have been included in this kind of business if they reported themselves as refreshment places regardless of their seating facilities. As a result some places which would have been classified as "restaurants, lunch-rooms" in 1958 are now included in this classification.

**Caterers (Part of SIC 5812)**—Establishments primarily selling prepared foods which are served at a place designated by the customer. Establishments calling themselves caterers but which do not sell prepared foods as part of their business activity are not included in this category.

**Drinking places (alcoholic beverages) (SIC 5813)**—Establishments primarily selling drinks, such as beer, ale, wine, liquor, and other alcoholic beverages for consumption on their own premises.

#### Drug Stores and Proprietary Stores (SIC 591)

**Drug stores (Part of SIC 591)**—Establishments which fill and sell prescriptions. These establishments also sell drugs and proprietary medicines and other health and first-aid products. Usually these establishments sell a variety of other merchandise, such as cosmetics, toiletries, candy, tobacco products, magazines, toys, etc. These establishments are further subdivided, in some tabulations, to present data separately for those which operate a fountain or lunch counter and those which do not.

**Proprietary stores (Part of SIC 591)**—Establishments generally selling the same merchandise as drug stores, except that prescriptions are not filled and sold.

Other Retail Stores (SIC Major Group 59, Except SIC 591)

**Liquor stores (SIC 592), also government operated liquor stores (Part of SIC major groups 92 and 93)**—Establishments primarily selling packaged alcoholic beverages, such as ale, beer, wine, and whiskey for consumption off the premises. Liquor stores operated by States, counties and municipalities are included. Stores primarily selling prepared drinks for consumption on

the premises are not included in this category but are classified with drinking places (SIC 5813).

**Antique stores (SIC 5932)**—Establishments primarily selling antique furniture and home furnishings, glassware, and objects of art.

**Secondhand stores (SIC 5933)**—Establishments primarily selling any combination of secondhand merchandise, such as apparel, furniture, appliances, etc. Establishments selling used automobiles, household trailers, motorcycles, aircraft, and boats are classified in the "Automotive Dealers" group (SIC major group 55, except 554).

**Book stores (SIC 5942)**—Establishments primarily selling new books and periodicals.

**Stationery stores (SIC 5943)**—Establishments primarily selling stationery items, such as writing paper, tablets, accounting forms, legal forms, greeting cards, post cards, and school and office supplies.

**Sporting goods stores (SIC 5952)**—Establishments primarily selling a general or specialized line of sporting goods and equipment for hunting, camping, fishing, skiing, riding, tennis, golf, and other sports, and gymnasium and playground equipment.

**Bicycle shops (SIC 5953)**—Establishments primarily selling bicycles and bicycle parts and accessories.

**Hay, grain, feed stores (SIC 5962)**—Establishments primarily selling hay, grain, and feed. Establishments in this classification frequently sell other farm supply items.

**Other farm supply stores (Part of SIC 5969)**—Establishments primarily selling farm supplies other than hay, grain, and feed.

**Garden supply stores (Part of SIC 5969)**—Establishments primarily selling grass and flower seeds, bulbs, nursery stock, garden tools, and other farm and garden supplies. Nurseries and greenhouses are not within the scope of the Census of Business.

**Jewelry stores (SIC 597)**—Establishments primarily selling any combination of the lines of jewelry, such as diamonds and other precious stones; rings, bracelets, and brooches, sterling and plated silverware; and watches and clocks.

**Coal and wood dealers (Part of SIC 5982)**—Establishments primarily selling coal, wood, charcoal or coke, or a combination of these lines.

**Ice dealers (Part of SIC 5982)**—Establishments primarily selling ice.

**Fuel oil dealers (SIC 5983)**—Establishments primarily selling fuel oil.

**Liquefied petroleum (LP) gas dealers (SIC 5984)**—Establishments primarily selling liquefied petroleum gas, either in bulk or bottled.

**Florists (SIC 5992)**—Establishments primarily selling cut flowers and growing plants. Greenhouses and nurseries are not included in the Census of Business.



**Cigar stores, stands (SIC 5993)**—Establishments primarily selling cigars, cigarettes, tobacco, and smokers' supplies. Many of the establishments included in this classification are operated as concessions in places of amusement, railway stations, airports, and other public places.

**News dealers, newsstands (SIC 5994)**—Establishments primarily selling newspapers, magazines, and other periodicals, either by delivery to the home, on the street, or from stands or stores.

**Camera, photographic supply stores (SIC 5996)**—Establishments primarily selling cameras, film, and other photographic equipment and supplies.

**Gift, novelty, souvenir shops (SIC 5997)**—Establishments primarily selling combined lines of gift and novelty merchandise, souvenirs, small art goods, greeting cards, and holiday decorations.

**Optical goods stores (SIC 5998)**—Establishments primarily selling eyeglasses and related optical and ophthalmic goods. Establishments engaged in prescribing glasses are included if they also supply glasses. A change in the procedure involved in the canvass of these establishments has substantially improved coverage as compared with the 1958 census.

**Typewriter stores (Part of SIC 5999)**—Establishments primarily selling typewriters. Limited amount of office machines and supplies as well as typewriter parts and supplies are also frequently sold. Dealers primarily engaged in selling office machines and equipment other than typewriters are included in the wholesale trade (SIC 5082) segment of the Census of Business.

**Luggage, leather goods stores (Part of SIC 5999)**—Establishments primarily selling trunks, hand luggage, and leather items.

**Hobby, toy, game shops (Part of SIC 5999)**—Establishments primarily selling toys, games, and hobby kits and supplies. Establishments primarily selling artists' supplies, or collectors' items (coins, stamps, autographs) and supplies are classified as "other," the last classification listed in this group.

**Religious goods stores (Part of SIC 5999)**—Establishments primarily selling religious goods, such as Bibles, prayer books, hymnals, church and Sunday school supplies, communion supplies, rosaries, and religious statues, medals, jewelry, and pictures.

**Pet shops (Part of SIC 5999)**—Establishments primarily selling pets, e.g., dogs, cats, birds, rabbits, tropical fish, and equipment for housing and caring for pets, and other pet supplies.

**Other (Part of SIC 5999)**—Establishments primarily selling specialized lines of merchandise, such as collectors' items and supplies, artists' supplies, orthopedic and artificial limbs, drafting materials, hearing aids, rubber stamps, monuments and tombstones, and other lines not elsewhere classified.

#### Nonstore Retailers (Part of SIC Major Group 53)

**Mail-order houses (SIC 532)**—Establishments primarily engaged in distributing merchandise through the mail as a result of

mail orders received. Each establishment of organizations which operate both mail-order houses and other retail establishments is classified on the basis of its own operations. Consequently, the mail-order houses of such organizations are included in this classification while their other establishments are included in whichever of the above kind-of-business classifications is appropriate to their operation. Mail-order houses are divided into subclassifications on the basis of the merchandise they sell in the same manner as the store-type classifications.

In this census the locations operated by mail-order houses to accept orders from their catalogs are classified as separate nonstore establishments. In 1958 these were considered a part of the mail-order house. The effect of this change is to increase the count of nonstore establishments and to report the employment, payroll, and sales of such locations in the place at which they are located instead of in the city in which the mail-order house is located.

**Merchandise vending machine operators (SIC 534)**—Establishments primarily engaged in the sale of merchandise through coin-operated vending machines which generally are located on the premises of other businesses. Since a large number of merchandise vending machine operations are conducted in conjunction with the operations of manufacturing plants, and of wholesale and other establishments not classified in retail trade, data for "retail" merchandise vending machine operators should not be interpreted as providing a measure of total sales through merchandise vending machines. The data for "retail" merchandise vending machine operators also do not include sales made through vending machines owned by establishments classified in other kinds of retail trade. Merchandise vending machine operators are divided into subclassifications on the basis of the merchandise sold in the machines on location as of the end of the census year.

**Direct selling (house-to-house) organizations (SIC 535)**—Establishments which solicit and distribute their products by house-to-house canvass. When the canvassers are employed by the organization which they represent, the "establishment" is the location from which they operate. However, many of the important organizations whose products are distributed in this manner utilize self-employed canvassers as their representatives. Each such canvasser is counted as an "establishment" in this report. As a result, the "number of establishments" data are considerably larger than would be the case if the count were based on the primary organizations whose products are being distributed. Establishments in operation throughout the census year were included if their annual sales were \$2,500 or more; establishments in operation during part of the census year were included only if their sales were at an annual rate of \$2,500 or more. Consequently, the "number of establishments" in this category should not be interpreted as being a count of the total number of self-employed canvassers. Direct selling (house-to-house) organizations are divided into subclassifications on the basis of the merchandise they sell in the same manner as the store-type classification. Establishments selling ice cream and other frozen refreshment items from trucks were included in this classification in the 1958 Census of Business but are now included with refreshment places (part of SIC 5812).

# Appendix B—Wholesale Trade

## EXPLANATION OF TERMS

**Establishments**—An establishment is a single physical location at which business is conducted. An establishment is not necessarily identical with the “company” or “enterprise” which may consist of one or more establishments. Census of Business figures represent a summary of reports for individual “establishments” rather than “companies.” (Enterprise Statistics reports, Series ES, will be issued at a later date covering the Censuses of Business, Manufactures, and Mineral Industries.) A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report 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 location under a single ownership, all activities generally were grouped together as a single establishment, and the entire establishment was classified on the basis of its major activity, with all data for it included in that classification. However, separate establishment reports for each of the different activities were reported in the census where (1) distinct and separate economic activities (for which different industry classification codes were appropriate) were conducted under the same ownership at a single location, and (2) where conditions prescribed by the Standard Industrial Classification (SIC) Manual for recognizing the existence of more than one establishment were met.

The “number of establishments” shown in this report is the number in business at the end of the census year.

**Sales**—Sales include merchandise sold and receipts from repairs and from other services to customers whether or not payment was received in 1963. Sales are net of deductions for refunds and allowances for merchandise returned by customers. Total sales excluded amounts other than those received from customers, such as income from investments, rental of real estate, etc. They include local and State sales taxes and Federal excise taxes collected by the wholesale establishment directly from customers and paid directly by the wholesale establishment to a local, State, or Federal tax agency. Gasoline, liquor, tobacco, and other excise taxes paid by the manufacturer and passed along to the wholesaler are also included.

Sales do not include wholesale sales made by manufacturers, retailers, service establishments, and other businesses whose primary activity is other than wholesale trade. They do, however, include receipts other than from the sale of merchandise at wholesale (e.g., service receipts, retail sales, etc.) by establishments primarily engaged in wholesale trade.

Although the count of establishments in this report represents the number in business at the end of the year, the sales figure include sales of all establishments in business at any time during the year. Sales shown for agents and brokers represent the value of the goods involved in the transactions rather than commissions received or earnings.

**Payroll, entire year**—Payroll includes 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 of social security, income tax, insurance dues, etc. Payroll is not limited to “taxable” payroll as reported on IRS Form 941.

**Payroll, workweek ended nearest November 15**—This item consists of payroll, as defined above, paid to persons on the payroll in the pay period ended nearest November 15, 1963. Establishments with a pay period 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. Traveling salesmen are counted as employees of establishments from which they operate or are controlled.

## KIND-OF-BUSINESS CLASSIFICATIONS

Wholesale trade, as defined in major group 50 of the 1957 edition of the SIC Manual and its supplement<sup>1</sup> issued in 1963, and as covered in the census, includes establishments primarily engaged in selling merchandise to retailers; to institutional, industrial, commercial, and professional users; or to other wholesalers; or in negotiating as agents in buying merchandise for or selling merchandise to such persons or companies. Importers selling merchandise at wholesale in the U.S. market and exporters are included in wholesale trade.

Establishments covered by the census were assigned a kind-of-business classification in accordance with the SIC code. However, because in some instances a more detailed classification is required for census purposes than is available in the SIC, additional kinds of business have been identified by the Bureau of the Census within the SIC categories.

It should be noted that kind-of-business classifications are not interchangeable with commodity classifications. Most businesses sell a number of kinds of commodities. The kind-of-business code assigned generally reflects either the individual commodity or commodity group which is the primary source of

<sup>1</sup> Executive Office of the President, Bureau of the Budget, Standard Industrial Classification Manual, 1957, and Supplement to 1957 Edition, 1963.

the establishment's receipts or some mixture of commodities which characterizes the establishment's business. Thus, the classification of establishments by kind of business generally does not make it possible to determine either the number of establishments handling a particular commodity or the sales of that commodity.

For example, the "groceries and related products" classification excludes establishments selling some food if the sale of food is not the primary source of receipts; moreover, even though establishments are classified in "groceries and related products" some of their receipts may be derived from the sale of non-food products.

An indication of the extent to which commodities are handled by different kinds of business will be published in Series BC63—WS, Commodity Line Sales.

The data in this report for a number of SIC groups have been subdivided, making it necessary to arrive at SIC major group totals by addition. The SIC system provides for grouping all wholesale establishments into 38 classifications. However, the census, while observing the SIC classifications, identifies an additional 21 major kinds of business. These 59 classifications are further subdivided in some tabulations to show information for a total of 140 individual kinds of business as indicated below. Classifications which are subdivisions of SIC industries are separately listed but are described only when clarification is required.

#### MOTOR VEHICLES, AUTOMOTIVE EQUIPMENT (SIC 501)

Establishments primarily engaged in the wholesale distribution of new and used passenger automobiles and other vehicles, automotive parts and accessories, equipment for filling stations and garages, and tires and tubes for passenger and commercial vehicles.

**Automobiles, other motor vehicles (SIC 5012)**—Establishments primarily engaged in the wholesale distribution of new and used passenger automobiles and other motor vehicles. Dealers primarily engaged in selling road-type commercial trucks, truck-tractors, truck-trailers, buses, semitrailers, and related vehicles are included. (Automotive establishments primarily engaged in selling at retail to individual consumers for personal use and also selling a limited number of new and used passenger automobiles and trucks at wholesale are classified in retail trade.)

New and used automobiles (SIC 5012 part).

Trucks, tractors; road type (SIC 5012 part).

**Automotive equipment (SIC 5013)**—Establishments primarily engaged in the wholesale dis-

tribution of new and used automotive parts and accessories, and filling station and garage service equipment. Establishments primarily engaged in the wholesale sale of tires and tubes are classified in "Tires, tubes" (SIC 5014).

**Tires and tubes (SIC 5014)**—Establishments primarily engaged in the wholesale distribution of tires and tubes for passenger and commercial vehicles.

#### DRUGS, CHEMICALS, ALLIED PRODUCTS (SIC 502)

Establishments primarily engaged in the wholesale distribution of drugs, drug proprietaries, druggists' sundries, and toiletries; paints and varnishes in paste or powder form or ready for use; and chemicals and allied products, not elsewhere classified, such as acids, ammonia, industrial and heavy chemicals, dyestuffs, industrial salts, insecticides, naval stores, plastic materials, rosin, and turpentine. Establishments primarily engaged in distributing ammunition and fireworks at wholesale are classified in "Amusement, sporting goods" (part of SIC 5099).

**Drugs, drug proprietaries, druggists' sundries (SIC 5022)**—Establishments primarily engaged in the wholesale distribution of drugs, drug proprietaries, druggists' sundries, and toiletries. Surgical, medical, and hospital supply houses are classified in "Professional equipment, supplies" (SIC 5086).

General-line drug wholesalers (SIC 5022 part).—These are distinguished from specialty-line drug and toiletries wholesalers on the basis of their commodity-line mix. Drug wholesalers were classified as general line if they reported a substantial portion of their sales on "Pharmaceuticals, antibiotics, druggists' chemicals, biologicals, botanicals" and "Proprietary products, toiletries, druggists' sundries", and if annual sales volume was \$1 million or more. Other drug and related products distributors were classified as "Specialty-line pharmaceutical, cosmetics, toiletries" (SIC 5022 part).

**Paints, varnishes (SIC 5028)**—Establishments primarily engaged in the wholesale distribution of paints and varnishes in paste or powder form or ready for use. Glass and wallpaper are frequently handled as important secondary lines.

**Other chemicals, allied products (SIC 5029)**—Establishments primarily engaged in the wholesale distribution of industrial chemicals such as acids, ammonia, industrial and heavy chemicals, dyestuffs, industrial salts, insecticides, naval stores, plastic materials, rosin, turpentine, and related products.

#### DRY GOODS, APPAREL (SIC 503)

Establishments primarily engaged in the wholesale distribution of dry goods, piece

goods, and notions as well as establishments primarily engaged in selling at wholesale apparel and accessories, hosiery, lingerie, and footwear.

**Dry goods, piece goods, notions (SIC 5032)**—Establishments primarily engaged in the wholesale distribution of dry goods, piece goods, and notions. Establishments primarily engaged in selling textile home furnishings (curtains, draperies, domestics, etc.) are included in "Home furnishings, floor coverings" (part of SIC Code 5097).

Piece goods—jobbers (SIC 5032 part).

Notions (SIC 5032 part).

Piece goods converters (SIC 5032 part)—These establishments buy goods in the grey and have them finished on contract.

Other dry goods (SIC 5032 part).

**Apparel and accessories, hosiery, lingerie (SIC 5035)**—Establishments primarily engaged in the wholesale distribution of apparel (except footwear) and accessories, hosiery, and lingerie. Clothing jobbers having garments made on contract by others are classified as manufacturers, not here.

Men's, women's clothing, accessories (SIC 5035 part).

Men's, boys' clothing, furnishings (SIC 5035 part).

Women's, children's clothing, accessories (SIC 5035 part).

Hosiery, underwear (SIC 5035 part).

**Footwear (SIC 5039)**—Establishments primarily engaged in the wholesale distribution of footwear of leather, rubber, and other materials.

#### GROCERIES AND RELATED PRODUCTS (SIC 504)

Establishments engaged in selling a general line of grocery products at wholesale as well as those primarily engaged in selling at wholesale such commodity lines as dairy products; poultry and poultry products; confectionery; fish and sea foods; meats and meat products; fresh fruits and vegetables; and such specialty lines as bakery products, breakfast cereals, canned goods, green or roasted coffee, flour, frozen foods, refined sugar, soft drinks, etc. Establishments engaged in pasteurizing and bottling milk; filleting fish, shucking oysters; bottling soft drinks, etc., are included in the Census of Manufactures.

**General-line groceries (SIC 5042)**—Establishments engaged in the wholesale distribution of a general line of groceries—canned foods, coffee, flour, sugar, tea, spices, etc.

Voluntary group grocery wholesalers (SIC 5042 part).

Retailer-cooperative grocery wholesalers (SIC 5042 part).

Other general-line grocery wholesalers (SIC 5042 part).

**Dairy products (SIC 5043)**—Establishments primarily engaged in the wholesale distribution of dairy products, such as butter, cheese, ice cream and ices, and fluid milk and cream. Establishments primarily engaged in pasteurizing, bottling, and selling milk are included in the Census of Manufactures.

**Poultry, poultry products (SIC 5044)**—Establishments primarily engaged in the wholesale distribution of poultry and poultry products. Establishments primarily engaged in killing, dressing, and selling poultry are included in the Census of Manufactures.

**Confectionery (SIC 5045)**—Establishments primarily engaged in the wholesale distribution of confectionery, such as candy, chewing gum, fountain fruits, salted nuts, popcorn, and fountain syrups.

**Fish and sea foods (SIC 5046)**—Establishments primarily engaged in the wholesale distribution (but not packaging) of fresh, cured (but not canned) fish and sea foods. Establishments engaged in the preparation of fresh or frozen packaged fish or other sea food and the shucking of oysters are included in the Census of Manufactures.

**Meat, meat products (SIC 5047)**—Establishments primarily engaged in the wholesale distribution of fresh, cured, and processed (but not canned) meats and lard.

**Fresh fruits, vegetables (SIC 5048)**—Establishments primarily engaged in the wholesale distribution of fresh fruits, vegetables, berries, etc.

**Other groceries and related products (SIC 5049)**—Establishments primarily engaged in the wholesale distribution of groceries and related products not elsewhere classified such as bakery products, breakfast cereals, canned goods, green or roasted coffee, flour, fruit peel, packaged frozen foods, oleomargarine, pickles, preserves, jams, jellies, sauces, spices, refined sugar, tea, and yeast. Establishments primarily engaged in roasting and shelling nuts, in the wholesale distribution of soft drinks, and in bottling and distributing natural spring and mineral waters are also classified in this industry. Establishments primarily engaged in bottling soft drinks, roasting coffee, blending tea, and in grinding and packaging spices are included in the Census of Manufactures.

Bread, cookies, bakery goods (SIC 5049 part).

Canned foods (SIC 5049 part).

Coffee, tea (SIC 5049 part).

Frozen foods (SIC 5049 part).

Soft drinks (SIC 5049 part).

Other grocery specialties (SIC 5049 part).

FARM PRODUCTS-RAW MATERIALS  
(SIC 505)

Establishments primarily engaged in the wholesale marketing of farm product raw materials, most of which are used in manufacturing industries, such as cotton; grain; hides, skins, and raw furs; raw silk; leaf tobacco; wool and mohair; livestock; and horses and mules.

**Cotton (part of SIC 5051)**—Establishment primarily engaged in marketing raw cotton and cotton linters.

**Grain (part of SIC 5051)**—Establishments primarily engaged in marketing corn, wheat, oats, sorghum, soybeans, barley, and other grains. Grain exporters and grain elevators buying and selling grain are included here as well as other grain merchants.

**Livestock, except horses and mules (part of SIC 5051)**—Establishments primarily engaged in marketing cattle, calves, hogs, sheep, lambs, goats, and other livestock except horses and mules.

**Miscellaneous farm products (part of SIC 5051)**—Establishments primarily engaged in marketing farm products, such as leaf tobacco; hides, skins, and pelts; horses and mules; bristles; broomcorn; feathers; hops; hair, moss; unroasted peanuts, oil kernels, oil nuts, raw silk, straw, vegetable fibers, etc. Establishments engaged in any stemming or redrying of tobacco are not included.

Hides, skins, pelts (SIC 5051 part).

Leaf tobacco (SIC 5051 part).

Wool, wool tops, mohair (SIC 5051 part).

Other farm products (raw materials) (SIC 5051 part).

ELECTRICAL GOODS (SIC 506)

Establishments primarily engaged in the wholesale distribution of electrical generating, distributing, and wiring equipment. It also includes household appliances whether electrically, manually, or mechanically powered, such as washing machines powered by gasoline motors and sewing machines powered manually. This group does not include electrical or electrically powered commercial and industrial machines which are classified in "Machinery, equipment, supplies" (SIC 508).

**Electrical apparatus and equipment, wiring supplies, and construction materials (SIC 5063)**—Establishments primarily engaged in the wholesale distribution of electrical power equipment for the generation, transmission, or utilization of electric energy; and electrical construction materials for outside power transmission lines and for electrical systems. This industry does not include establishments primarily engaged in the wholesale distribution of radios, television sets, electric refrigerators,

and other household electrical appliances which are classified in "Electrical appliances, TV, radio sets" (SIC 5064). Construction contractors primarily engaged in installing electrical systems and equipment from their own stock are not included in the Census of Business.

Electrical supplies **with** major appliances **and** housewares (SIC 5063 part).

Electrical supplies with housewares but **without** major appliances (SIC 5063 part).

Electrical supplies **without** housewares or major appliances (SIC 5063 part).

**Electrical appliances, TV, radio sets (SIC 5064)**—Establishments primarily engaged in the wholesale distribution of radio and television sets, self-contained air conditioning units, and household electrical appliances. Gas clothes dryers and gas household refrigerators are also included here.

In this trade, manufacturers' branch houses primarily engaged in selling appliances, TV and radio sets to retailers and builders are classified as merchants wholesalers.

**Electronic parts, equipment (SIC 5065)**—Establishments primarily engaged in wholesale distribution of electronic parts and equipment, such as radio and television receiving and transmitting equipment; industrial electronic tubes; electronic intercommunication equipment; radio parts and accessories; and electronic sound equipment.

HARDWARE, PLUMBING AND HEATING  
EQUIPMENT, SUPPLIES (SIC 507)

Establishments primarily engaged in wholesaling hardware, plumbing and heating equipment and supplies, and air conditioning, refrigeration, and ventilating equipment and supplies. Establishments primarily selling automotive hardware are classified in "Automotive equipment" (SIC 5013). Establishments primarily selling self-contained units are classified in "Electrical appliances, TV, radio sets" (SIC 5064).

**Hardware (SIC 5072)**—Establishments primarily engaged in the wholesale distribution of hardware.

General-line hardware wholesalers (SIC 5072 part)—Distinguished from specialty-line hardware wholesalers on the basis of commodity-line mix and annual sales volume. The classification "general-line hardware" includes establishments selling a broad line of hardware and also a combination of industrial materials and supplies; electrical goods; and automotive equipment. This classification is limited to establishments with substantial annual sales volume.

Specialty-line hardware (SIC 5072 part).

**Plumbing and heating equipment, supplies (SIC 5074)**—Establishments primarily engaged in

the wholesale distribution of plumbing and heating equipment and supplies to be installed in residential and commercial buildings.

Warm-air heating-cooling equipment, fixtures, supplies (SIC 5074 part).

Wet-heat plumbing fixtures, equipment, supplies (SIC 5074 part).

Plumbing fixtures, supplies (SIC 5074 part).

**Air conditioning, refrigeration equipment, supplies (SIC 5077)**—Establishments primarily engaged in the wholesale distribution of air conditioning, refrigeration, and ventilating equipment and supplies, except self-contained air conditioning units which are classified in "Electrical appliances, TV, radio sets" (SIC 5064).

#### MACHINERY, EQUIPMENT, SUPPLIES (SIC 508)

Establishments primarily engaged in selling at wholesale commercial and industrial machinery, equipment and supplies. These sales include agricultural machinery and equipment for use in the preparation and maintenance of the soil, and the planting and harvesting of crops; dairy farm machinery and equipment; mechanical devices and other equipment used by dentists, physicians, surgeons, veterinarians, optometrists, osteopaths, and other like professional groups; equipment and supplies for barber shops, beauty parlors, power laundries, dry cleaning plants, upholsterers, undertakers, and related service establishments; transportation equipment and supplies and other machinery, equipment, and supplies not elsewhere classified. Establishments primarily engaged in selling office, restaurant, and hotel furniture are classified in "Furniture (household, office)" (part of SIC 5097); those wholesaling air conditioning and refrigeration equipment, in "Air conditioning, commercial refrigeration equipment, supplies" (SIC 5077); and those wholesaling motor vehicles and motor vehicles parts, in "Motor vehicles, automotive equipment" (SIC 501).

#### **Commercial, industrial machinery, equipment, supplies (SIC 5082):**

**Commercial machines, equipment (part of SIC 5082)**—Establishments primarily engaged in the marketing of office, store, and business machines and equipment (except furniture); commercial food-service equipment and supplies; fountain and store fixtures and equipment; and tanks, pumps, compressors, etc., for marketing petroleum products.

Office machines, equipment (SIC 5082 part).

Restaurant and hotel supplies (SIC 5082 part).

Store machines, fixtures (SIC 5082 part).

Oil marketing equipment (SIC 5082 part).

**Construction, mining, logging, road maintenance machinery, equipment (part of SIC 5082)**—Establishments primarily engaged in marketing cranes, excavating machinery and equipment, power shovels, road construction and maintenance machinery, tractor-mounted equipment, and other construction machinery and equipment.

**Industrial machinery, equipment (part of SIC 5082)**—Establishments primarily engaged in marketing such industrial machinery and parts as metalworking tools; food products manufacturing machinery and equipment; dairy products processing machinery; oil well machinery and supplies; industrial fans; industrial tractors and trailers; and other industrial machinery, parts, and attachments.

Food-processing machinery, equipment (SIC 5082 part).

General purpose industrial machinery, equipment (SIC 5082 part).

Materials handling equipment (SIC 5082 part).

Metalworking machinery, equipment (SIC 5082 part).

Oil well and oil refining machinery, equipment (SIC 5082 part).

Printing machinery, equipment (SIC 5082 part).

**Other industrial machinery, equipment (SIC 5082 part)**—This classification includes establishments primarily engaged in selling special purpose industrial machinery not elsewhere classified, including wood-working machinery; shoe making machinery; paper and paper products (but not printing trades) machinery; smelting and refining machinery and equipment; rubber working machinery; cigar and cigarette making machinery; and similar special industry machinery.

**Industrial supplies (part of SIC 5082)**—Establishments primarily engaged in marketing abrasives and materials; rope and cordage; mechanical rubber goods; welding supplies; mechanical power transmission equipment; industrial valves and fittings; industrial leather; used drums, barrels, and other metal containers which have been cleaned or reprocessed; also other special or general industrial supplies, such as industrial storage batteries, bort, industrial diamonds, and miscellaneous mill supplies.

Industrial materials, supplies-general lines (SIC 5082 part).

Mechanical power transmission equipment (SIC 5082 part).

Industrial valves, fittings (SIC 5082 part).

Welding supplies (SIC 5082 part).

Reconditioned drums, barrels (SIC 5082 part).

Other industrial supplies (SIC 5082 part)—This classification includes establishments primarily engaged in selling a special line of industrial materials or supplies not elsewhere classified, such as abrasives, mechanical rubber goods, rope and cordage, industrial diamonds, bottlers' supplies, and industrial storage batteries.

**Farm machinery and equipment (SIC 5083)**—Establishments primarily engaged in the wholesale distribution of agricultural machinery and equipment for use in the preparation and maintenance of the soil, the planting and harvesting of crops, and other operations and processes pertaining to work on the farm or in the garden; and dairy farm machinery and equipment.

**Professional equipment, supplies (SIC 5086)**—Establishments primarily engaged in the distribution of mechanical devices and other equipment and supplies used by dentists, physicians, surgeons, veterinarians, optometrists, osteopaths, and other like professional groups.

Dental supplies (SIC 5086 part).

Religious supplies, school supplies (SIC 5086 part).

Surgical, medical, hospital supplies (SIC 5086 part).

Optical goods (SIC 5086 part).

Scientific instruments, laboratory equipment (SIC 5086 part).

Other professional equipment, supplies (SIC 5086 part)—This classification includes establishments primarily engaged in selling specialty lines of professional equipment and supplies not mentioned above, such as veterinarian equipment and supplies; drafting supplies; and other specialty-line professional equipment. It also includes establishments selling a combination of professional equipment and supplies, no one of which predominated.

**Service-establishment equipment, supplies (SIC 5087)**—Establishments primarily engaged in marketing equipment and supplies for barber shops, beauty parlors, power laundries, dry cleaning plants, janitors, shoe repairers, upholsterers, undertakers, and related service establishments.

Beauty, barber supplies (SIC 5087 part).

Custodial supplies (SIC 5087 part).

Laundry, dry cleaning equipment, supplies (SIC 5087 part).

Shoe service equipment, supplies (SIC 5087 part).

Municipality supplies (SIC 5087 part).

Other service-establishment equipment and supplies (SIC 5087 part)—This classification includes establishments primarily engaged in selling a specialty-line of service-establish-

ment supplies such as upholsterers' supplies, seamstresses' supplies, tailors' supplies, undertakers' supplies. It also includes establishments selling a combination of service-establishment supplies, of which no one type predominated.

**Transportation equipment, supplies (except motor vehicles) (SIC 5088)**—Establishments primarily engaged in marketing air, marine, and railroad transportation equipment and supplies.

Aircraft, aeronautical equipment and parts (SIC 5088 part).

Marine machinery, equipment (SIC 5088 part).

Other transportation equipment (SIC 5088 part)—This classification includes establishments primarily engaged in selling equipment and supplies used in the operation, maintenance and repair of railroads, street cars, buses, tramways, aerial hoists, and horse-drawn vehicles.

#### MISCELLANEOUS WHOLESALERS (SIC 509)

**Metal, minerals (except petroleum products, scrap) (SIC 5091)**—Establishments primarily engaged in the wholesale distribution of coal and coke, and ferrous and nonferrous metals.

No part of this classification dealt with precious metals, classified in "Jewelry" (part of SIC 5099); and scrap, classified in "Scrap and waste materials" (SIC 5093).

**Coal (part of SIC 5091)**—Establishments primarily engaged in the wholesale distribution of coal and coke. Included are establishments which have products shipped direct from mine to customer, and establishments operating yards and dock space and making deliveries therefrom at wholesale, as well as other coal merchants.

**Metals service centers, with warehouses (part of SIC 5091)**—Establishments with warehouses primarily engaged in selling ferrous and nonferrous metals; semifinished and finished products (sheets, bars, rods, strip, castings, plates, wire and wire products, rails, wheels, bar-shapes, structural shapes, piling, pipe, tubing, etc.).

Ferrous metals service centers (SIC 5091 part).

Nonferrous metals service centers (SIC 5091 part).

**Metals sales offices, without stocks (part of SIC 5091)**—Establishments without warehouses primarily engaged in selling ferrous and nonferrous metals; semi-finished and finished products (sheets, bar, rods, strip, castings, plates, wire and wire products, rails, wheels, bar-shapes, structural shapes, piling, pipe, tubing, etc.).

Ferrous metals sales offices (SIC 5091 part).

Nonferrous metals sales offices (SIC 5091 part).

**Petroleum bulk stations, terminals (SIC 5092)**

—Petroleum bulk stations and terminals primarily engaged in the storage and the wholesale distribution of petroleum products. Truck distributors, foreign trade merchants, and package goods distributors primarily engaged in marketing petroleum products at wholesale, but without bulk storage facilities, are classified in "Other products" (part of SIC 5099).

**Gasoline, kerosene, fuel oils (part of SIC 5092)**—Bulk stations and terminals primarily engaged in wholesale distribution of gasoline, kerosene, distillate or residual fuel oils.

Bulk stations (SIC 5092 part).

Bulk terminals (SIC 5092 part).

Bulk terminals differ from bulk stations in that the former either receive their principal products by tanker, barge, or pipeline; or if by rail or by transport truck, their storage capacity equalled or exceeded 2,100,000 gallons.

**Liquefied petroleum (LP) gas (part of SIC 5092)**—Bulk stations and terminals primarily engaged in wholesale distribution of liquefied petroleum gases for fuel or power purposes.

**Scrap and waste materials (SIC 5093)**—Establishments primarily engaged in assembling, breaking up, sorting, and wholesale distribution of scrap and waste materials. This industry includes auto wreckers engaged in dismantling automobiles for scrap. However, those engaged in dismantling cars for the purpose of selling secondhand parts at retail are classified in retail trade (SIC 5933).

**Iron, steel scrap (part of SIC 5093)**—Establishments primarily engaged in assembling, breaking up, sorting, and marketing all forms of scrap iron and steel. Auto wreckers engaged in dismantling for scrap are included. Those dismantling used cars for the sale of parts are not included.

Iron, steel scrap dealers with processing equipment (shears, presses, cranes, crushers, etc.) (SIC 5093 part).

Iron, steel scrap without processing equipment (SIC 5093 part).

**Waste materials (part of SIC 5093)**—Establishments primarily engaged in assembling and marketing such materials as nonferrous scrap; a wide variety of scrap materials; or a particular line of scrap materials, such as waste paper and waste paper products; wiping cloth, waste rags, textile waste; scrap rubber; etc.

Nonferrous metallic scrap (SIC 5093 part).

Waste paper (SIC 5093 part).

Wiping cloth, rags, textile waste (SIC 5093 part).

Other waste materials (SIC 5093 part)—This classification includes establishments primarily engaged in buying, sorting, assembling, and selling such miscellaneous lines as scrap rubber, fur clippings, bottles, scrap glass, and bones.

**Tobacco, tobacco products (SIC 5094)**—Establishments primarily engaged in the wholesale distribution of manufactured tobacco products—cigarettes, cigars, smoking tobacco. Marketers of leaf tobacco are classified in "Miscellaneous farm products" (part of SIC 5051).

**Beer, wine, distilled alcoholic beverages (SIC 5095)**—Establishments primarily engaged in the wholesale distribution of beer, wine, and distilled alcoholic beverages. Bottling of wines and other liquors manufactured in bulk by others is included.

**Beer (part of SIC 5095)**—Establishments primarily engaged in the wholesale distribution of beer, ale, porter, and other fermented malt liquors.

**Wine, distilled spirits (part of SIC 5095)**—Establishments primarily engaged in the wholesale distribution of distilled spirits, including neutral spirits and ethyl alcohol used in blending wines and distilled liquors. State-operated wholesale establishments are included.

**Paper, paper products, except wallpaper (SIC 5096)**—Establishments primarily engaged in the wholesale distribution of paper and its products, including stationery and kindred supplies, such as pens, pencils, and writing ink. This industry does not include wallpaper which is classified in "Other products" (part of SIC 5099).

**Printing and writing paper (part of SIC 5096)**—Establishments primarily engaged in the wholesale distribution of writing paper, including envelope paper, fine paper, groundwood, etc.; printing and rotogravure paper—but not coarse paper. Establishments selling printing and writing paper and also industrial and personal service papers are included here if sales of the former exceed sales of the latter; otherwise they are included with "Industrial and personal service paper," see below.

**Industrial and personal service paper (part of SIC 5096)**—Establishments primarily engaged in the wholesale distribution of wrapping and other coarse paper, paperboard, cellophane, and converted paper products such as bags, boxes, dishes, napkins, shipping supplies. Establishments engaged in the distribution of fine paper are classified in "Printing and writing paper," described above.

**Stationery, office supplies (part of SIC 5096)**—Establishments primarily engaged in the wholesale distribution of commercial sta-



tionery; office supplies, including envelopes, typewriter and mimeograph paper, file cards and folders, pens, calendars, etc.; social stationery, including envelopes; and greeting cards.

**Furniture, home furnishings (SIC 5097)**—Establishments primarily engaged in the wholesale distribution of household and office furniture and home furnishings. Establishments primarily engaged in the wholesale distribution of electrical household goods are classified in "Electrical appliances, TV, radio sets" (SIC 5064), and in the wholesale distribution of office machines and equipment in "Commercial machines, equipment" (part of SIC 5082).

**Furniture (household, office) (part of SIC 5097)**—Establishments primarily engaged in the wholesale distribution of household furniture, including bedsprings, mattresses, and component parts; office furniture; professional furniture; public furniture (for public parks and buildings), etc.

Household furniture (SIC 5097 part).

Office, business furniture (SIC 5097 part).

**Home furnishings, floor coverings (part of SIC 5097)**—Wholesale establishments primarily engaged in selling antiques; china, glassware, and earthenware; curtains and draperies; table linens, towels; carpets, linoleum, and all other types of hard and soft surface floor coverings; and all other general home furnishings and homewares.

China, glassware, crockery (SIC 5097 part).

Linens, domestics, curtains, drapes, shades, blinds (SIC 5097 part).

Floor coverings (SIC 5097 part).

Other home furnishings (SIC 5097 part).

**Lumber, construction materials (SIC 5098)**—Establishments primarily engaged in the wholesale distribution of lumber and building materials, such as brick, building stone, cement, crushed stone, granite, gravel, lime, marble, masons' materials, plaster, window glass, roofing materials, and sand.

**Lumber, millwork (part of SIC 5098)**—Establishments, with or without yards, primarily engaged in the wholesale distribution of rough, dressed, and finished lumber (but not timber); plywood; door and window frames (wooden or metal); and all other varieties of wooden and metal millwork.

Lumber, without yards (SIC 5098 part).

Lumber, with yards (SIC 5098 part).

Plywood (SIC 5098 part).

Millwork, metal or wood (SIC 5098 part).

**Construction materials (part of SIC 5098)**—Establishments primarily engaged in market-

ing such building materials as brick, building stone, cement, granite, gravel, lime, marble, plaster, window glass, roofing materials, and sand.

Brick, tile, cement, lime, sand, gravel (SIC 5098 part).

Glass (flat brick) (SIC 5098 part).

Roofing, siding, insulation materials (SIC 5098 part).

Other construction materials (SIC 5098 part)—This classification included establishments primarily engaged in selling prefabricated structural assemblies; stone, slate, concrete products, building board; and other construction materials.

**Other miscellaneous products (SIC 5099)**—Establishments primarily engaged in the wholesale distribution of commodities not elsewhere classified, such as amusement and sporting goods; farm supplies; jewelry; flowers and nursery stock; rough timber products; leather and leather goods; yarn; animal and vegetable oils; books and magazines; crude rubber; wood pulp; and general merchandise.

**Amusement, sporting goods (part of SIC 5099)**—Establishments primarily engaged in the wholesale distribution of all types of amusement and sporting goods and accessories—billiard and pool supplies; cameras and photographic equipment; coin-operated game machines; games, toys; ammunition and fireworks; etc.

Cameras, photographic supplies (SIC 5099 part).

Sporting goods (SIC 5099 part).

Toys, games, fireworks (SIC 5099 part).

Other recreation goods (SIC 5099 part).

**Books, magazines, newspapers (part of SIC 5099)**—Establishments primarily engaged in the wholesale distribution of books, lithographed matter, magazines, newspapers, and all other forms of reading material.

**Farm supplies (part of SIC 5099)**—Establishments primarily engaged in the wholesale distribution of animal feeds, fertilizers, agricultural chemicals, seeds, and other farm supplies.

Feed (animal and poultry) (SIC 5099 part).

Fertilizer, agricultural chemicals (SIC 5099 part).

Seed (field, vegetable, flowers) bulbs (SIC 5099 part).

Other farm supplies (SIC 5099 part).

**Jewelry (part of SIC 5099)**—Establishments primarily engaged in the wholesale distribution of jewelry including precious stones and metals, costume jewelry, clocks, silverware, etc.

Diamonds, other precious stones, metals (SIC 5099 part).

Jewelry, watches, clocks, silverware (SIC 5099 part).

**Gifts, art goods, advertising novelties, specialties (part of SIC 5099)**—Establishments primarily engaged in the wholesale distribution of art goods, souvenirs, gifts, novelties, and similar products; and advertising novelties and specialties.

Gifts, art goods (SIC 5099 part).

Advertising specialties, novelties (SIC 5099 part).

**Other products (part of SIC 5099)**—Establishments primarily engaged in the wholesale distribution of petroleum products (other than bulk stations, terminals); flowers, bulbs, and plants; timber products such as ties, logs, cordwood, wooden barrels, crates, sawdust, and other forest products (except lumber); saddlery and other leather products (except footwear, apparel, and belting); industrial yarn; musical instruments, sheet music, musicians' supplies, records; textiles, canvas products, felt, burlap (bags); basic food and beverage materials, such as malt, hop extracts, raw sugar, industrial molasses; wallpaper; a general line of merchandise; and specialty lines not included elsewhere, such as cork, animal and vegetable oils, crude rubber, etc.

Petroleum products (SIC 5099 part).

Flowers, plants, florists' supplies (SIC 5099 part).

Forest products (except lumber) (SIC 5099 part).

General merchandising (SIC 5099 part)—This classification includes merchant wholesale establishments selling a general line of merchandise consisting of several of the following lines, no one predominating: Food and related products; dry goods and apparel; furniture and home furnishings; hardware; electrical goods; farm supplies and other hard goods items. (This classification is frequently associated with import and export houses.)

Musical instruments, records, sheet music (SIC 5099 part).

Textile bags, bagging, burlap (SIC 5099 part).

Food, beverage basic materials (SIC 5099 part).

Wallpaper (SIC 5099 part).

Other (SIC 5099 part)—This classification includes establishments selling a commodity line or a variety of commodity lines not elsewhere classified.

## TYPE OF OPERATION CLASSIFICATIONS

In addition to kind of business, each wholesale establishment was classified by **type of operation** according to the ownership of the business, ownership of the goods sold, or character of

principal transactions. Establishments in wholesale trade are grouped for census purposes into five major type-of-operation groups and further classified as outlined below.

**Merchant wholesalers**—Establishments primarily engaged in buying and selling merchandise on their own account, including farm products merchants who do not buy primarily from farmers. Included in this group are the following types of wholesalers:

Wholesale merchants, distributors—Establishments primarily engaged in buying and selling merchandise in the domestic market and performing the principal wholesale functions—buying, stocking, selling, etc.

Importers—Establishments buying and selling goods at wholesale on their own account, whose principal source of purchases was foreign.

Exporters—Establishments primarily engaged in purchasing goods in the United States and selling to foreign customers.

Terminal grain elevators—Establishments with sizable storage space buying and selling grain received primarily by rail or barge, rather than direct from farmers via truck or wagon.

Wagon, truck distributors—Establishments primarily engaged in selling their merchandise from trucks or other vehicles, combining the functions of salesmen with those of deliverymen, and carrying a limited assortment of well-known fast-moving items.

**Manufacturers' sales branches, sales offices**—Establishments owned by manufacturers or mining companies and maintained apart from producing plants primarily for selling or marketing their companies' products at wholesale. (Branch stores selling to household consumers and individual users are classified in retail trade.) Sales branches or sales offices located at plants or administrative offices are included when separate records were available. In some tables data are shown separately for manufacturers' sales branches and for sales offices. These two types of establishments differ in that sales offices normally do not carry stocks of merchandise for delivery to consumers.

Sales as recorded for sales branches include direct deliveries from plants on orders from the branches as well as deliveries from branch stocks. Sales as shown for sales offices generally represent the value of orders written or booked by employees at the offices including salesmen working out of the offices.

**Petroleum bulk plants, terminals, LP gas facilities**—Establishments primarily engaged in marketing gasoline, kerosene, distillate and residual fuel oils, liquefied petroleum gases and other bulk petroleum products. These establishments have facilities for bulk storage of petroleum products and are primarily engaged in marketing products to retailers, to industrial accounts, and to other wholesalers.

Refiner-marketer bulk plants, terminals.  
Other bulk plants, terminals.

**Merchandise agents, brokers**—Establishments whose operators are in business for themselves and are primarily engaged in selling—or buying—goods for others. “Sales” as shown for agents and brokers represent the sales (or purchase) value of the goods in the transactions negotiated. These figures include some approximation as some agents and brokers do not maintain accurate records of dollar sales.

In lieu of operating expenses, merchandise agents and brokers were requested to report the amount of brokerage or commissions received during 1963 on the sale or purchase of goods for the account of others. Summaries of the amounts so reported are included under the heading “operating expenses.”

**Auction companies**—Wholesale establishments primarily engaged in selling merchandise on an agency basis by the auction method.

**Merchandise brokers**—Wholesale establishments primarily engaged in selling or buying merchandise in the domestic market on a brokerage basis, but not receiving the goods on consignment.

**Commission merchants**—Wholesale establishments operating in the domestic market receiving goods for sale on consignment.

**Import agents**—Merchandise agents and brokers in the domestic market buying merchandise from or selling merchandise for foreign firms.

**Export agents**—Merchandise agents and brokers in the domestic market selling to or buying for foreign customers.

**Manufacturers’ agents**—Wholesale establishments in the domestic market selling for a limited number of manufacturers on a continuing agency basis.

**Selling agents**—Wholesale establishments primarily engaged in selling, on an agency basis in the domestic market, all or the major portion of the output of clients.

**Purchasing agents, resident buyers**—Wholesale establishments primarily engaged in buying merchandise on an agency basis, in the domestic market, for a limited number of customers on a continuing basis.

**Assemblers of farm products**—Establishments primarily engaged in purchasing from farmers and assembling and marketing farm products in local producing markets and in cities of producing regions.

**Country grain elevators**—Grain elevators, cooperative or other, buying and receiving grain direct from farmers by truck or wagon and selling at wholesale.

**Cream, produce stations**—Establishments, cooperative or other, primarily engaged in buying and marketing cream, eggs, and other produce.

**Commission buyers of farm products**—Wholesale establishments primarily engaged in buying farm products from farmers on a commission basis for others.

**Fresh fruit, vegetable packinghouses**—Wholesale establishments, cooperative or other, primarily engaged in packing and marketing fresh fruits and vegetables received direct from farmers.

**Livestock concentration yards**—Establishments primarily engaged in receiving, assembling, short-period feeding when necessary, and marketing livestock.

**Other assemblers of farm products**—Establishments, not elsewhere classified, buying farm products primarily from farmers and marketing at wholesale.

FORM **CB-59F-1**  
(5906)

U.S. DEPARTMENT OF COMMERCE  
BUREAU OF THE CENSUS

## 1963 CENSUS OF BUSINESS COOPERATIVES

**CONFIDENTIAL**—Response to this inquiry is required by Act of Congress (14 U.S.C.). The report you submit to the Census Bureau is confidential and may be seen only by sworn Census employees. It may not be used for purposes of taxation, investigation, or regulation. Copies retained in your files are also immune from legal process.

**GENERAL INSTRUCTIONS**

Please complete and return this form in the envelope provided.

If filing by the due date causes undue burden, a request for extension should be directed to the **Jeffersonville Census Operations Office, Jeffersonville, Indiana.**

This report should cover only the establishment identified in the address block.

If calendar year records are not available, fiscal year reports for periods ending between October 31, 1963 and February 29, 1964 are acceptable.

If book figures are not available, enter your best estimates.

In correspondence pertaining to this report please refer to the 11-digit file number in the box above your name.

**CB-59F-1 (5906)**

**1. NAME AND PHYSICAL LOCATION OF ESTABLISHMENT ON DECEMBER 31, 1963.**

**a. Name of establishment**

Your answers to parts b, c, d, e, and f of this item should relate to the **ACTUAL PHYSICAL LOCATION** of this establishment which may be different from the mailing address.

**b. Street and number at establishment location\***

*\*If establishment location cannot be described by street and number, give name and number, if any, of road or highway and sufficient information to locate establishment, e.g. Rt. 25, 3 miles south of Charlestown.*

**c. Type and name of place in which located**  
(Check first applicable type and enter name of place.)

Type	Name of place
<input type="checkbox"/> City	
<input type="checkbox"/> Village or borough	
<input type="checkbox"/> Town	
<input type="checkbox"/> Township	
<input type="checkbox"/> Other (Specify)	

**d. Is this establishment physically located within the legal boundaries of the place named in "c"?**

Yes  No

**e. County in which located**

**f. State**

**g. Telephone number of establishment**

**2. Not applicable to this form.**

**3. FORM OF OWNERSHIP (Check one)**

1	<input type="checkbox"/> Individual proprietor
2	<input type="checkbox"/> Partnership
0	<input type="checkbox"/> Corporation (Do not include any form of cooperative association).
8	<input type="checkbox"/> Cooperative association (corporate or non-corporate).
9	<input type="checkbox"/> Other (Specify)

**4. PERIOD OWNED IN 1963**

**a.** Was this establishment in business at the end of 1963?  Yes  No

**b.** How many months' operation are covered by this report? No. of months:  1  2  3  4

**5. CLASS OF CUSTOMER**  
Enter percentage of your total receipts (Item 7a) received from sales to:

<b>a.</b> Other cooperative associations	Per-cent	Code
<b>b.</b> Farmers	<input checked="" type="checkbox"/> X-4	2
<b>c.</b> Household consumers, individual users		1
<b>d.</b> Business firms, governments, institutions		2
<b>e.</b> Other (Specify)		3
<b>f. TOTAL</b>	100%	X-5

**6. METHOD OF SELLING**  
Check the box which describes your principal method of selling. (Do not check more than one box.)

1	<input type="checkbox"/> Selling at this establishment
2	<input type="checkbox"/> Mail order (catalog selling)
3	<input type="checkbox"/> House-to-house (direct selling)
4	<input type="checkbox"/> Operating merchandise vending machines

(Do NOT make any entries on the above label.)

**ANSWER ALL QUESTIONS ABOVE AND BELOW**

**7. DOLLAR VOLUME OF BUSINESS IN 1963**

a. Sales of merchandise and other receipts from customers . . . . . Dollars Cents Key X-6

b. Does the entry in "a" include sales and excise taxes collected from customers? . . . . .  Yes  No X-7

c. If "No," how much did you forward to taxing agencies for such taxes? . . . . . Dollars Cents X-8

**8. PAYROLL AND EMPLOYMENT —Note:** If this is an **unincorporated** business, do not include the compensation of owners with the payroll figures, and do not count owners as paid employees.

a. Total ANNUAL payroll in 1963 before deductions . . . . . Dollars Cents Key X-9

b. Number of paid employees for the WORK WEEK ended nearest November 15, 1963 . . . . . Number X-10

c. Payroll for the ONE WEEK ended nearest November 15, 1963 . . . . . Dollars Cents Key 1-1XX

If your payroll is for a period other than one week, please adjust the figures to a one-week basis.

**PAID EMPLOYEES**—Report total number of employees on the payroll during the week specified, including those on paid sick leave, paid holidays, and paid vacation. Include salaried officers and executives of corporations. Do not include owners and partners of **unincorporated** businesses.

**PAYROLL**—Include all salaries, wages, commissions, bonuses, vacation allowances, and the value of payments in kind, such as goods, lodging, food, and clothing. Do not include tips, gratuities, etc., received by your employees from others. **Do not include** payments to (or withdrawals-by) owners or partners of **unincorporated** businesses.

**9. Not applicable to this form.**

**10. RECEIPTS FROM MARKETING ACTIVITIES**

Receipts from marketing of:	V	Dollars	Cents	Code	Key
a. Grains, beans	\$		XX	710	1-4
b. Dairy products	\$		XX	720	1-5
c. Livestock, excluding horses and mules	\$		XX	730	1-6
d. Fresh fruits, vegetables, berries	\$		XX	740	1-6
e. Poultry, eggs	\$		XX	750	1-7
f. Leaf tobacco	\$		XX	760	1-7
g. Cotton (raw), linters	\$		XX	770	1-8
h. Other (Specify)	\$		XX	780	1-8
<b>i. TOTAL</b>	\$		XX	700	1-9

**11. SUMMARY OF BUSINESS IN 1963**

Total receipts from:

a. Marketing (Total should be the same as Item 10, Line j) \$

b. Petroleum (Include here only sales from bulk plants) \$

c. Supply Activities (Total should be the same as Item 13, Line 26) \$

d. Services (Total should be the same as Item 17, Line g) \$

e. TOTAL RECEIPTS (Should be the same as Item 7, Line a) \$

**12. Not applicable to this form.**

## 13. RECEIPTS FROM SUPPLY ACTIVITIES, EXCEPT BULK SALES OF PETROLEUM PRODUCTS

Make an entry on each of the lines below—enter a zero (0) on the line if you sold none of the merchandise described. Estimate entries on the basis of records of sales (or purchases) you have already summarized. If your records are on a company basis, use them and your knowledge of the operations of individual establishments in preparing your estimate. It is important to make an entry on each line, even though estimated.

(You may report either in dollars or as a percent of total)

Merchandise lines	V		Estimated sales during 1963		Con- sus Use Only
	Dollars	Per- cent	Dollars	Per- cent	
1. Hardware, tools, gardening equipment and supplies					320
2. Lumber, millwork, building materials, paints, heating and plumbing equipment, home repair and modernization equipment and supplies (include major appliances on Line 19—not here).					362
(a) Lumber, millwork					363
(b) Other building materials					340
(c) Total (Sum of Lines (a) and (b).)					380
3. Automobiles, trucks, other powered road vehicles					400
4. Automotive fuels and lubricants					420
5. Automobile tires, tubes, batteries, accessories, parts					440
6. Farm equipment, machinery					461
7. Hay, grain, feed, farm supplies					462
(a) Hay, grain, feeds					463
(b) Seed					464
(c) Fertilizers, insecticides, fungicides, etc.					460
(d) Other farm supplies					480
(e) Total (Sum of Lines (a) through (d).)					020
8. Fuels (coal and wood, oil, LP gas), ice					040
9. Groceries, other food items for preparation and consumption away from this establishment (including candy, bottled or canned soft drinks)					060
10. Meals, snacks, sandwiches, nonalcoholic beverages generally served for consumption at this establishment					080
11. Alcoholic drinks (served at this establishment)					100
12. Packaged liquor, wine and beer					120
13. Cigars, cigarettes, tobacco (exclude sales from vending machines owned by others)					140
14. Cosmetics, drugs, health, first aid and sick room needs, toiletries, dentifrices, soaps and detergents, household cleansers					160
15. Men's and boys' clothing and furnishings (exclude footwear; all footwear should be reported on Line 17)					180
16. All women's and girls' clothing and accessories, infants' and children's wear, etc. (exclude footwear; all footwear should be reported on Line 17)					200
17. All footwear					220
18. Curtains, draperies, bedsheets, blankets, linens, piece goods, patterns, laces, trimmings, notions, closet accessories blinds, window shades					240
19. Major household appliances, radio, TV, record players, tape recorders, records, tapes, sheet music, musical instruments					260
20. Furniture, sleep equipment, floor coverings					280
21. Kitchenware, small electric appliances, china, glassware, lamps, lamp shades, mirrors, pictures, and other home furnishings					300
22. Jewelry, watches, clocks, silverware, optical goods					500
23. Sporting and recreational equipment, boats, bicycles, luggage, hunting, fishing, camping equipment					
24. All other merchandise (Photographic equipment and supplies, toys, books, magazines, newspapers, stationery, baby carriages, etc.)					
(If sales of merchandise on this line is more than 10% of total sales, specify principal line):					
25. All nonmerchandise receipts from customers: Exclude those receipts for services covered in Item 17. (Include receipts from carrying charges and all other charges to customers for credit. Also include all receipts from customers for installation, delivery, repair, maintenance, on-site construction, and rental of tools and equipment.) If sales and excise taxes are not included in the entries on Lines 1-24, include them with other nonmerchandise receipts on Line 25.					520
26. TOTAL (Lines 1 through 25—should equal sum of figures in Item 11c.)					540

**14. BULK PETROLEUM STORAGE CAPACITY**

December 31, 1963 storage capacity for bulk products

a. Above ground capacity for gasoline, kerosene, distillate and residual fuels.

b. Liquefied petroleum and refinery gas, excluding bottle gas (include underground storage capacity)

**15. GRAIN ELEVATORS**

If this report covers a grain elevator, enter approximate bin space (rated capacity), December 31, 1963:

**16. MIXED FEEDS**

What percent of the total sales of this establishment in 1963 was from sales of feeds (animal and poultry) mixed in this establishment?

**17. RECEIPTS FOR SERVICES**

a. Storage for Commodity Credit Corporation

b. Storage for others

c. Hauling, trucking, etc.

d. Custom grinding and mixing, hulling, cleaning, cotton ginning, drying, etc.

e. Automobile repair services, etc.

f. Other (locker rental, lime spreading, packing, etc.) (Specify type of service)

**g. TOTAL**  
(Should be same as Item 11d)

**18. OTHER INFORMATION**

- a. Does this cooperative operate on the basis of one member—one vote? ..... 1  Yes 2  No
- b. How many members (owners of cooperative stock) did this association have as of December 31, 1963? ..... (Number)
- c. Check the principal kind of owners or members of this association:  
 1  Farmers    2  Consumers    3  Other (Specify) \_\_\_\_\_
- d. Does this association normally pay patronage refunds? ..... 1  Yes 2  No

**19.** Name and address of person who should be contacted if questions arise regarding this report. Telephone No. \_\_\_\_\_

**CERTIFICATION**

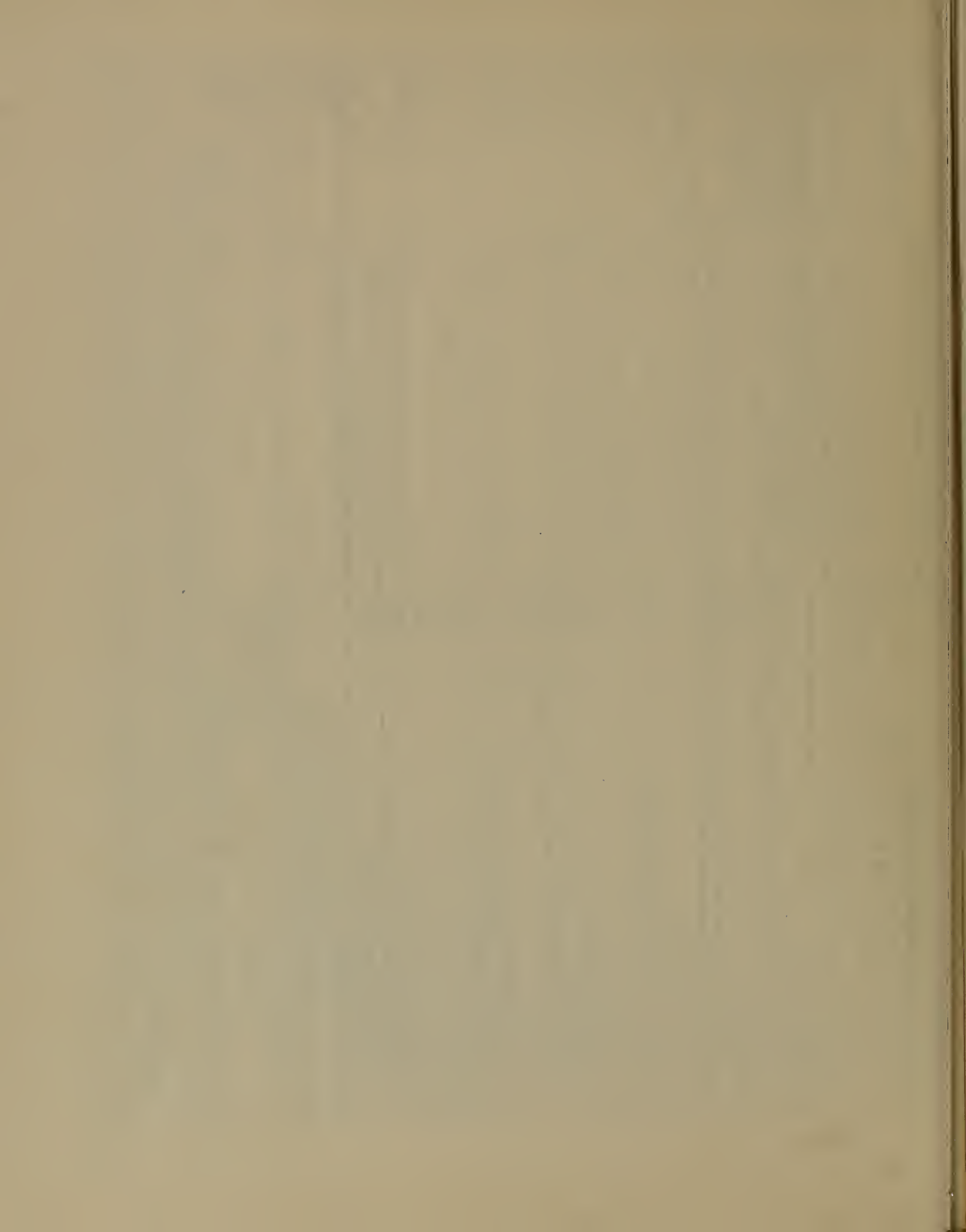
This report is substantially accurate and covers the period from \_\_\_\_\_ to \_\_\_\_\_

Date

Title

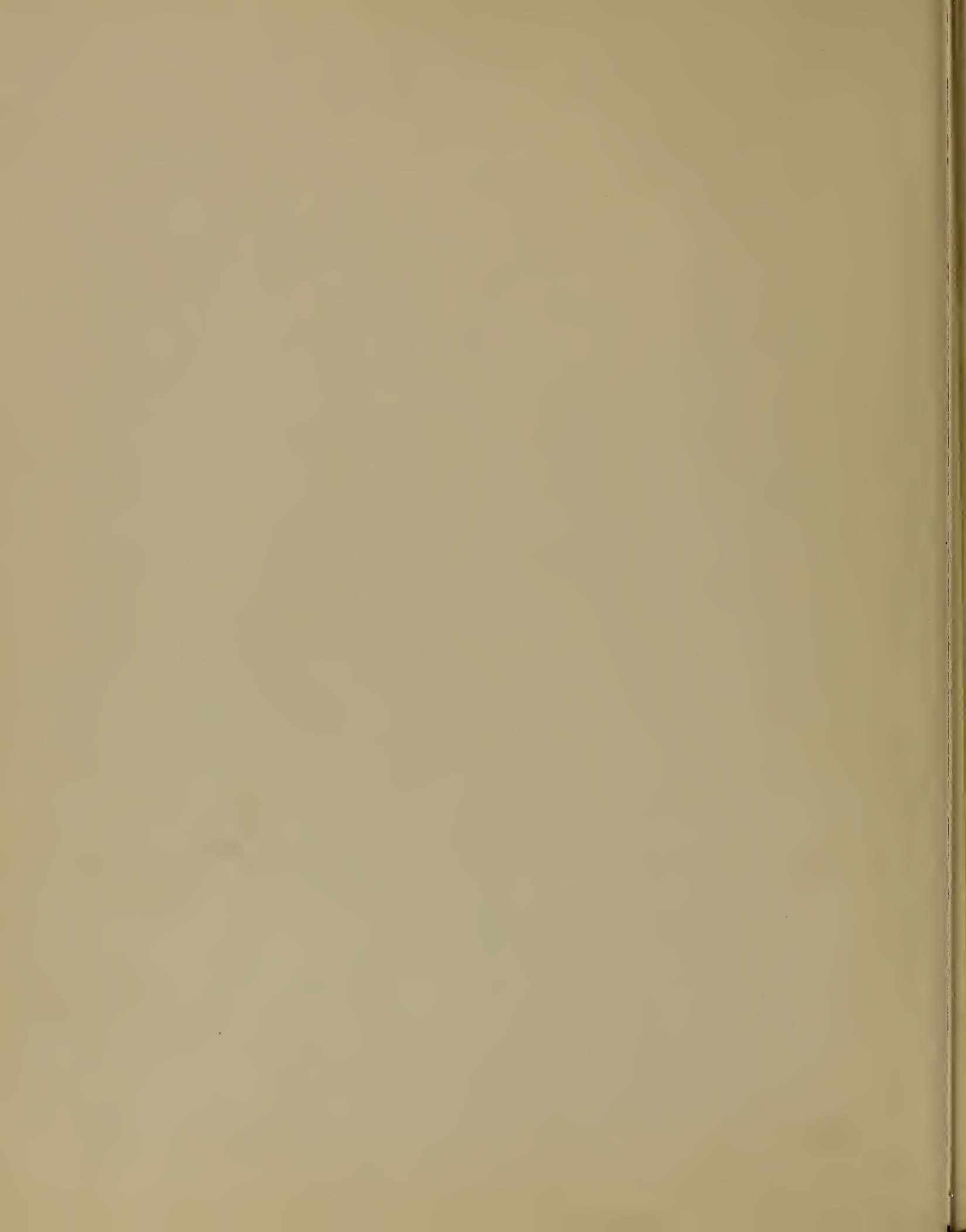
Signature of authorized person

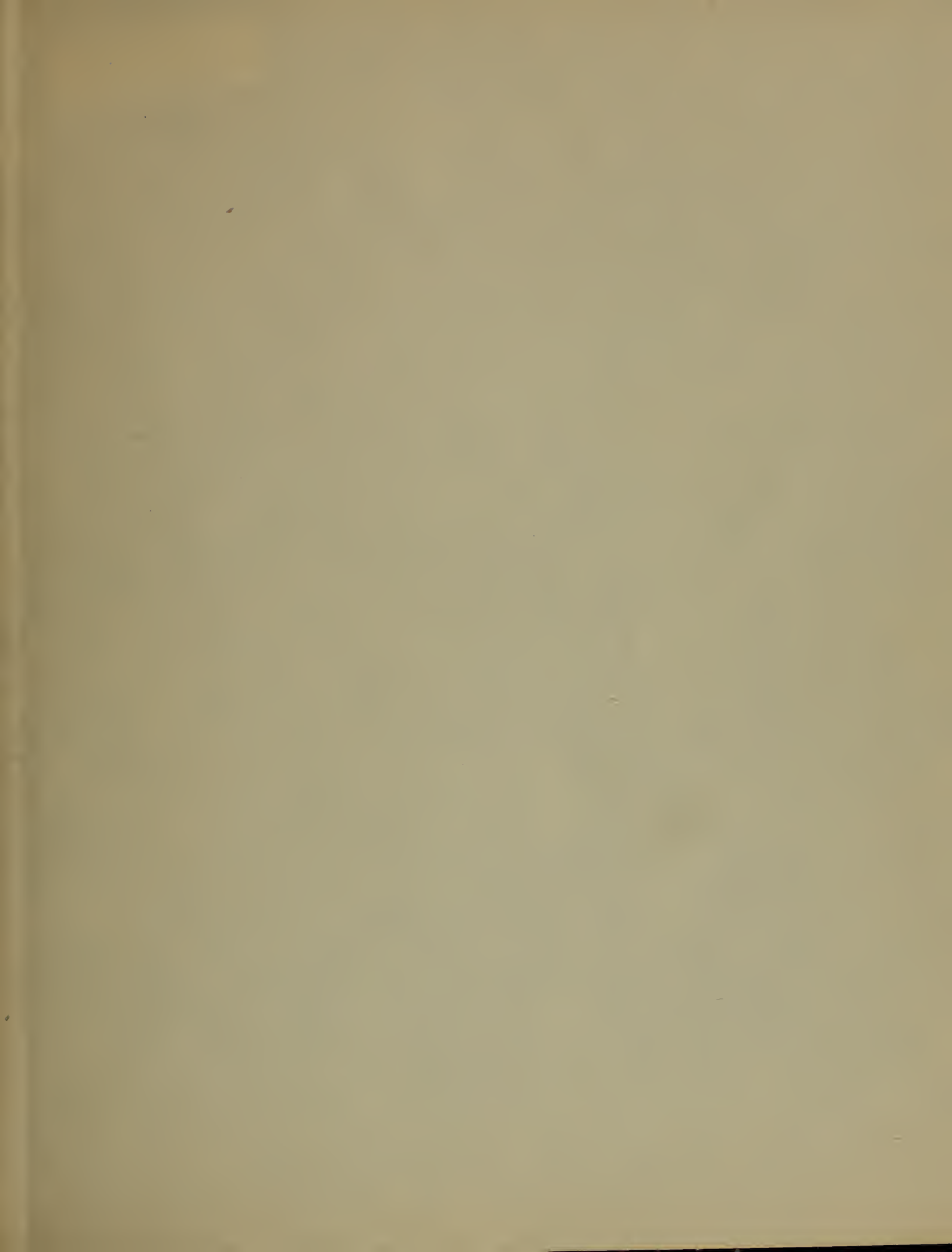
Storage capacity (Gallons)	Bushels	Percent		Key
		%	1-10	
				1-11
				1-12
				1-13*







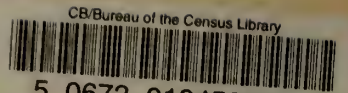




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