

## DISTRIBUTION

TABLE 2.—SUMMARY—DISTRIBUTION OF SALES, 1929, OF MANUFACTURING PLANTS IN THE

[An (x) in column indicates that the amount of sales is withheld to avoid disclosure

[Values expressed in

GROUP AND INDUSTRY	Total sales	Per cent of total sales	Sales to merchandise distributing organizations							
			Total—A plus B plus C plus D		Wholesale organizations				B—Manufacturers' own wholesale branches	
			Value	Per cent of total sales	Total—A plus B		A—Wholesalers		Value	Per cent of total sales
					Value	Per cent of total sales	Value	Per cent of total sales		
<b>All industries</b> .....	<b>\$59,354,616</b>	<b>100.0</b>	<b>\$41,058,569</b>	<b>69.2</b>	<b>\$28,223,547</b>	<b>47.6</b>	<b>\$18,249,053</b>	<b>30.7</b>	<b>\$9,979,494</b>	<b>16.9</b>
Group 1. Food and kindred products.....	12,013,452	100.0	10,702,697	89.1	6,830,345	56.9	3,891,775	32.4	2,938,570	24.5
Group 2. Textiles and their products.....	8,129,209	100.0	6,366,730	78.3	3,156,898	38.8	2,494,392	30.7	662,506	8.1
Group 3. Forest products.....	3,115,138	100.0	1,899,014	60.7	1,095,570	35.2	918,562	29.5	177,008	5.7
Group 4. Paper and allied products.....	1,584,598	100.0	782,352	47.5	669,482	42.3	608,054	38.4	61,428	3.9
Group 5. Printing, publishing and allied industries.....	474,327	100.0	253,274	49.2	119,870	25.2	82,284	17.3	37,586	7.9
Group 6. Chemicals and allied products.....	3,651,757	100.0	2,162,840	59.2	1,664,537	45.6	1,117,620	30.6	546,917	15.0
Group 7. Products of petroleum and coal.....	2,919,141	100.0	2,583,949	88.5	2,214,054	75.8	594,085	20.4	1,619,969	55.4
Group 8. Rubber products.....	1,103,936	100.0	815,834	73.9	639,020	57.9	177,355	16.1	461,665	41.8
Group 9. Leather and its manufactures.....	1,801,589	100.0	1,407,594	78.1	770,660	42.7	422,282	23.4	348,378	19.3
Group 10. Stone, clay, and glass products.....	1,554,716	100.0	924,045	59.4	848,049	54.5	710,289	45.6	137,760	8.9
Group 11. Iron and steel and their products, not including machinery.....	6,092,542	100.0	2,632,560	43.2	2,389,388	39.2	2,039,892	33.5	349,496	5.7
Group 12. Nonferrous metals and their products.....	1,975,131	100.0	868,208	44.0	654,344	33.2	525,302	26.7	129,042	6.5
Group 13. Machinery, not including transportation equipment.....	6,607,136	100.0	3,257,708	49.2	2,837,329	42.9	1,653,385	25.0	1,183,944	17.9
Group 14. Transportation equipment, air, land, and water.....	5,215,452	100.0	3,866,386	74.2	2,290,709	43.9	1,420,808	27.2	869,901	16.7
Group 15. Railroad repair shops (see table 3).....										
Group 16. Miscellaneous industries.....	2,918,753	100.0	2,463,396	84.4	1,933,977	66.3	1,501,161	51.5	432,816	14.8
<b>All other industries</b> <sup>78</sup> .....	<b>197,739</b>	<b>100.0</b>	<b>131,982</b>	<b>66.7</b>	<b>114,315</b>	<b>57.8</b>	<b>91,807</b>	<b>46.4</b>	<b>22,508</b>	<b>11.4</b>
<b>Industry group 1.—Food and kindred products</b> .....	<b>12,013,452</b>	<b>100.0</b>	<b>10,702,697</b>	<b>89.1</b>	<b>6,830,345</b>	<b>56.9</b>	<b>3,891,775</b>	<b>32.4</b>	<b>2,938,570</b>	<b>24.5</b>
Beverages.....	270,324	100.0	251,867	93.1	81,807	30.2	71,234	26.3	10,573	3.9
Bread and other bakery products:										
Biscuits and crackers.....	278,915	100.0	277,184	99.4	172,187	61.8	23,369	8.4	148,818	53.4
Bakery products, other than biscuits and crackers.....	1,186,990	100.0	851,538	71.7	116,145	9.8	87,893	7.4	28,252	2.4
Butter.....	865,288	100.0	754,724	87.2	537,484	62.1	342,783	39.6	194,701	22.5
Canning and preserving: Fish, crabs, shrimps, oysters, and clams.....	76,280	100.0	74,449	97.6	67,487	88.5	64,677	84.8	2,810	3.7
Canning and preserving: Fruits and vegetables; pickles, jellies, preserves, and sauces.....	744,610	100.0	712,325	95.7	624,581	83.9	503,528	67.6	121,053	16.3
Cereal preparations.....	175,223	100.0	172,627	98.5	157,163	89.7	(x)	(x)	(x)	(x)
Cheese.....	120,703	100.0	102,159	84.6	92,231	76.4	79,231	76.4	(7)	(7)
Chewing gum.....	60,160	100.0	60,046	99.8	51,812	86.1	51,812	86.1	(x)	(x)
Chocolate and cocoa products, not including confectionery.....	109,731	100.0	88,201	80.4	72,418	66.0	(x)	(x)	(x)	(x)
Coffee and spices, roasting and grinding.....	441,081	100.0	423,414	96.0	196,052	44.4	94,944	21.5	101,108	22.9
Condensed and evaporated milk.....	293,035	100.0	266,193	90.8	229,410	78.3	124,339	42.4	105,071	35.9
Confectionery.....	399,532	100.0	380,325	95.2	236,304	59.2	217,280	54.4	19,024	4.8
Corn sirup, corn sugar, corn oil, and starch.....	165,984	100.0	93,353	56.2	91,310	55.0	(x)	(x)	(x)	(x)
Feeds, prepared, for animals and fowls.....	423,610	100.0	351,306	82.9	136,824	32.3	117,056	27.6	19,768	4.7
Flavoring extracts and flavoring sirups.....	130,202	100.0	115,909	88.4	92,037	70.7	81,643	62.7	10,394	8.0
Flour and other grain-mill products.....	1,003,612	100.0	767,950	76.5	481,935	48.0	404,673	40.3	77,262	7.7
Food preparations, not elsewhere classified.....	177,643	100.0	155,285	87.4	121,649	68.5	78,710	44.3	42,939	24.2
Ice cream.....	373,027	100.0	321,136	86.1	78,326	21.0	39,552	10.6	38,774	10.4
Macaroni, spaghetti, vermicelli, and noodles.....	47,074	100.0	43,165	91.7	26,882	57.1	25,444	54.0	1,438	3.1
Malt.....	23,603	100.0	10,916	46.2	5,461	23.1	(x)	(x)	(x)	(x)
Meat packing, wholesale.....	3,454,980	100.0	3,329,432	96.3	2,237,353	64.7	615,832	17.8	1,621,521	46.9
Oleomargarine, not made in meat-packing establishments.....	46,522	100.0	45,466	97.7	30,640	65.8	24,803	53.3	5,837	12.5
Peanuts, walnuts, and other nuts, processed or shelled.....	49,609	100.0	45,688	92.1	44,101	88.9	36,710	74.0	7,391	14.9
Poultry killing, dressing, and packing, wholesale.....	142,030	100.0	135,889	95.7	114,328	80.5	67,196	47.3	47,132	33.2
Rice cleaning and polishing.....	48,794	100.0	45,925	94.1	45,925	94.1	44,025	90.2	1,900	3.9
Sausage, meat puddings, headcheese, etc., and sausage casings, not made in meat-packing establishments.....	117,641	100.0	109,291	92.9	35,858	30.5	28,790	24.5	7,068	6.0
Shortenings (not including lard) and vegetable cooking oils.....	152,842	100.0	143,555	93.9	141,466	92.5	20,779	13.6	120,687	78.9
Sugar, beet.....	98,636	100.0	92,589	93.9	92,589	93.9	92,589	93.9		
Sugar, cane, not including products of refineries.....	17,368	100.0	7,660	44.1	7,627	43.9	7,627	43.9		
Sugar refining, cane.....	507,389	100.0	464,217	91.5	402,761	79.4	270,427	53.3	132,334	26.1
Vinegar and cider.....	11,014	100.0	9,732	88.3	8,192	74.3	7,879	71.5	313	2.8
<b>Industry group 2.—Textiles and their products</b> .....	<b>8,129,209</b>	<b>100.0</b>	<b>6,366,730</b>	<b>78.3</b>	<b>3,156,898</b>	<b>38.8</b>	<b>2,494,392</b>	<b>30.7</b>	<b>662,506</b>	<b>8.1</b>
Artificial leather.....	32,654	100.0	9,515	29.1	(x)	(x)	(x)	(x)		
Asphalted-felt-base floor covering and linoleum (see description of industry, p. 6).....	90,328	100.0	87,998	97.4	71,005	78.6	69,563	77.0	1,442	1.6
Awnings, tents, sails, and canvas covers.....	49,387	100.0	16,977	34.4	7,101	14.4	6,423	13.0	678	1.4
Bags, other than paper, not made in textile mills.....	170,176	100.0	33,276	19.6	21,747	12.8	15,564	9.2	6,183	3.6
Belting other than leather and rubber, not made in textile mills.....	2,789	100.0	835	29.9	835	29.9	835	29.9		
Carpets and rugs, rag.....	5,511	100.0	1,619	29.4	451	8.2	(x)	(x)	(x)	(x)
Carpets and rugs, wool, other than rag.....	174,240	100.0	170,908	98.1	106,508	61.1	(x)	(x)	(x)	(x)
Clothing (except work clothing), men's, youths', and boys', not elsewhere classified:										
Regular factories.....	833,242	100.0	762,491	91.5	168,499	20.2	118,747	14.2	49,752	6.0
Contract shops (see description of industry, p. 9).....										
Clothing, women's, not elsewhere classified:										
Regular factories.....	1,602,907	100.0	1,569,798	97.9	228,322	14.2	207,546	12.9	20,776	1.3
Contract shops (see description of industry, p. 9).....										
Clothing, work (including sheep-lined and blanket-lined work coats but not including shirts), men's.....	140,497	100.0	137,107	97.5	(x)	(x)	43,197	30.7	(x)	(x)
Cordage and twine.....	91,006	100.0	76,896	84.5	72,613	79.8	53,057	58.3	19,556	21.5
Corsets and allied garments.....	76,679	100.0	70,766	92.3	15,704	20.5	12,282	16.0	3,422	4.5
Cotton goods.....	1,134,337	100.0	729,144	64.2	671,915	59.2	607,169	53.5	64,746	5.7
Cotton small wares.....	65,072	100.0	31,794	48.9	26,750	41.1	26,017	40.0	733	1.1
Dyeing and finishing textiles.....	191,932	100.0	88,512	46.2	77,597	40.5	60,373	31.5	17,224	9.0
Embroideries.....	9,799	100.0	7,220	73.7	(x)	(x)	4,960	50.6	(x)	(x)
Felt goods, wool, hair, or jute.....	45,747	100.0	22,270	48.7	20,346	44.5	(x)	(x)	(x)	(x)
Flags and banners.....	3,836	100.0	2,835	73.9	2,007	52.3	2,007	52.3		
Furnishing goods, men's, not elsewhere classified.....	148,463	100.0	147,470	99.4	47,268	31.9	36,162	24.4	11,106	7.5
Gloves and mittens, cloth or leather combined, made from purchased fabrics.....	30,807	100.0	29,566	96.0	26,906	87.3	26,906	87.3		
Haircloth.....	3,855	100.0	894	23.2	894	23.2	(x)	(x)	(x)	(x)

See footnotes at end of table.



## DISTRIBUTION

TABLE 2.—SUMMARY—DISTRIBUTION OF SALES, 1929, OF MANUFACTURING PLANTS IN

[An (x) in column indicates that the amount of sales is withheld to avoid disclosure

[Values expressed in

GROUP AND INDUSTRY	Total sales	Per cent of total sales	Sales to merchandise distributing organizations							
			Total—A plus B plus C plus D		Wholesale organizations					
			Total—A plus B		A—Wholesalers		B—Manufacturers' own wholesale branches			
			Value	Per cent of total sales	Value	Per cent of total sales	Value	Per cent of total sales	Value	Per cent of total sales
<b>Industry group 2.—Textiles and their products—Con.</b>										
1 Handkerchiefs.....	\$28,111	100.0	\$28,053	99.8	\$19,171	68.2	\$16,395	58.3	\$2,776	9.9
2 Hat and cap materials, men's.....	24,021	100.0	(x)	(x)	(x)	(x)	(x)	(x)	(x)	(x)
3 Hats and caps, except felt and straw, men's.....	33,534	100.0	31,985	95.4	12,421	37.1	11,386	34.0	1,035	3.1
4 Hats, fur-felt.....	101,962	100.0	96,172	94.3	37,414	36.7	32,008	31.4	5,406	5.3
5 House furnishing goods, not elsewhere classified.....	123,907	100.0	110,629	89.2	43,610	35.2	38,095	30.7	5,515	4.5
6 Jute goods.....	22,175	100.0	14,729	66.4	(x)	(x)	(x)	(x)	(x)	(x)
7 Knit goods.....	891,368	100.0	815,631	91.5	505,137	56.6	468,310	52.5	36,827	4.1
8 Lace goods.....	30,241	100.0	27,195	89.9	15,842	52.4	13,003	43.0	2,839	9.4
9 Linen goods.....	9,829	100.0	9,164	93.2	(x)	(x)	(x)	(x)	(x)	(x)
10 Millinery.....	194,686	100.0	188,281	96.7	50,451	25.9	47,128	24.2	3,323	1.7
11 Nets and seines.....	6,164	100.0	3,896	63.2	(x)	(x)	(x)	(x)	2,685	43.6
12 Regalia, badges, and emblems.....	7,927	100.0	2,021	25.5	636	8.0	484	6.1	152	1.9
13 Shirts and collars, men's (see description of industry, p. 21).....	223,446	100.0	213,808	95.7	94,466	42.3	53,165	23.8	41,301	18.5
14 Silk and rayon manufactures.....	656,498	100.0	442,216	67.3	394,015	60.0	302,277	30.8	191,738	29.2
15 Suspenders, garters, and other elastic woven goods, made from purchased webbing.....	30,259	100.0	28,996	95.8	16,099	53.2	16,099	53.2	(x)	(x)
16 Trimmings (not made in textile mills) and stamped art goods for embroidering.....	32,711	100.0	28,253	86.4	17,037	52.1	12,913	39.5	4,124	12.6
17 Upholstering materials, not elsewhere classified.....	11,234	100.0	2,220	19.7	(x)	(x)	(x)	(x)	351	3.1
18 Waste.....	36,014	100.0	11,833	32.9	9,423	26.2	8,828	24.5	595	1.7
19 Woolen and worsted goods (see description of industry, p. 24).....	747,687	100.0	305,574	40.9	272,090	36.4	153,507	20.5	118,583	15.9
20 Wool shoddy.....	14,171	100.0	5,679	40.1	(x)	(x)	(x)	(x)	(x)	(x)
<b>Industry group 3.—Forest products</b>										
21 Baskets and rattan and willow ware, not including furniture.....	3,115,138	100.0	1,889,014	60.7	1,095,570	35.2	918,562	29.5	177,008	5.7
22 Billiard and pool tables, bowling alleys, and accessories.....	22,851	100.0	13,094	57.3	8,715	38.1	8,391	36.7	324	1.4
23 Boxes, wooden, except cigar boxes.....	8,718	100.0	8,128	93.2	7,600	87.2	(x)	(x)	(x)	(x)
24 Caskets, coffins, burial cases, and other morticians' goods.....	127,569	100.0	15,677	12.3	12,770	10.0	8,593	6.7	4,177	3.3
25 Cooperage.....	94,867	100.0	93,846	98.9	30,965	32.7	15,032	15.9	15,933	16.8
26 Cork products.....	52,366	100.0	11,396	21.8	8,122	15.5	6,686	12.8	1,436	2.7
27 Excelsior.....	23,023	100.0	17,102	74.3	(x)	(x)	(x)	(x)	(x)	(x)
28 Furniture, including store and office fixtures.....	5,009	100.0	2,602	51.9	2,063	41.2	1,397	27.9	666	13.3
29 Lasts and related products.....	921,176	100.0	749,902	81.4	232,966	25.3	203,551	22.1	29,115	3.2
30 Lumber and timber products, not elsewhere classified.....	7,606	100.0	511	6.7	444	5.8	(x)	(x)	(x)	(x)
31 Matches.....	45,969,833	100.0	554,458	57.2	409,569	42.3	374,998	38.7	34,571	3.6
32 Mirror and picture frames.....	20,351	100.0	(x)	(x)	(x)	(x)	(x)	(x)	14,333	70.4
33 Planing-mill products (including general millwork), not made in planing mills connected with sawmills.....	19,167	100.0	17,649	92.1	6,228	32.5	5,888	30.7	340	1.8
34 Pulp goods.....	560,481	100.0	246,561	44.0	246,561	44.0	206,776	36.9	39,785	7.1
35 Refrigerators and refrigerator cabinets, exclusive of mechanical refrigerating equipment.....	77,220	100.0	2,834	10.4	2,834	10.4	879	3.2	1,955	7.2
36 Turpentine and rosin.....	60,161	100.0	44,136	73.4	18,293	30.4	12,154	20.2	6,139	10.2
37 Window and door screens and weather strip.....	26,179	100.0	23,860	91.1	23,747	90.7	22,646	86.5	1,101	4.2
38 Wood preserving.....	24,295	100.0	13,670	56.2	8,488	34.9	5,202	21.4	3,286	13.5
39 Wood turned and shaped and other wooden goods, not elsewhere classified.....	77,206	100.0	15,363	19.9	11,645	15.1	(x)	(x)	(x)	(x)
40 Wood turned and shaped and other wooden goods, not elsewhere classified.....	67,060	100.0	38,452	57.3	30,644	45.7	26,661	39.8	3,983	5.9
<b>Industry group 4.—Paper and allied products</b>										
41 Bags, paper, exclusive of those made in paper mills.....	1,584,598	100.0	752,352	47.5	669,482	42.3	608,054	38.4	61,428	3.9
42 Boxes, paper, not elsewhere classified.....	64,621	100.0	37,813	58.5	36,425	56.4	25,687	39.8	10,738	16.6
43 Cardboard, not made in paper mills.....	279,336	100.0	65,897	23.6	39,382	17.7	45,485	16.3	3,897	1.4
44 Card cutting and designing.....	5,629	100.0	3,998	71.0	(x)	(x)	(x)	(x)	(x)	(x)
45 Envelopes.....	19,604	100.0	9,022	46.0	3,006	15.3	(x)	(x)	(x)	(x)
46 Labels and tags.....	60,762	100.0	30,970	51.0	30,970	51.0	29,311	48.3	1,659	2.7
47 Paper.....	27,481	100.0	2,641	9.6	1,837	6.7	1,377	6.7	(x)	(x)
48 Paper goods, not elsewhere classified.....	862,581	100.0	445,553	51.7	427,764	49.6	396,057	45.9	31,707	3.7
49 Pulp (wood and other fiber).....	182,440	100.0	126,230	69.2	95,812	52.5	84,533	46.3	11,279	6.2
50 Wall paper.....	52,136	100.0	290	.6	290	.6	290	.6	(x)	(x)
51 Wall paper.....	30,008	100.0	29,938	99.8	20,226	67.4	(x)	(x)	(x)	(x)
<b>Industry group 5.—Printing, publishing, and allied industries</b>										
52 Bookbinding and blank-book making.....	474,327	100.0	233,274	49.2	119,870	25.2	82,284	17.3	37,586	7.9
53 Engravers' materials.....	86,664	100.0	28,703	33.1	17,526	20.2	17,158	19.8	368	.4
54 Printing and publishing, book and job (see description of industry, p. 19).....	3,129	100.0	989	31.6	(x)	(x)	(x)	(x)	(x)	(x)
55 Printing and publishing, newspaper and periodical (see description of industry, p. 19).....	155,020	100.0	86,083	55.5	41,409	26.7	22,620	14.6	18,789	12.1
56 Printing and publishing, music.....	14,509	100.0	11,182	77.0	5,857	40.3	4,849	33.4	1,008	6.9
57 Printing materials, not including type or ink.....	206,426	100.0	104,414	50.6	54,051	26.2	36,716	17.8	17,335	8.4
58 Printing materials, not including type or ink.....	8,579	100.0	1,903	22.2	(x)	(x)	(x)	(x)	(x)	(x)
<b>Industry group 6.—Chemicals and allied products</b>										
59 Ammunition and related products.....	3,651,757	100.0	2,162,840	59.2	1,664,537	45.6	1,117,620	30.6	546,917	15.0
60 Baking powders, yeast, and other leavening compounds.....	43,809	100.0	36,865	84.1	34,134	77.9	34,134	77.9	(x)	(x)
61 Blacking, stains, and dressings.....	52,337	100.0	51,337	98.1	44,978	86.0	19,822	37.9	25,156	48.1
62 Bluing.....	24,982	100.0	18,810	76.2	16,046	65.0	(x)	(x)	(x)	(x)
63 Bone black, carbon black, and lampblack.....	1,365	100.0	(x)	(x)	1,303	95.5	1,303	95.5	(x)	(x)
64 Candles.....	20,170	100.0	4,159	20.6	4,159	20.6	4,159	20.6	(x)	(x)
65 Chemicals, not elsewhere classified.....	6,686	100.0	2,707	40.5	1,062	15.9	1,062	15.9	(x)	(x)
66 Cleaning and polishing preparations.....	715,176	100.0	273,904	38.3	261,973	36.6	151,842	21.2	110,131	15.4
67 Compressed and liquefied gases.....	50,989	100.0	40,965	80.3	35,035	68.7	29,746	58.3	5,289	10.4
68 Drugists' preparations.....	51,774	100.0	8,864	17.1	8,864	17.1	(x)	(x)	(x)	(x)
69 Explosives.....	124,778	100.0	104,344	83.6	80,244	64.3	41,206	33.0	39,038	31.3
70 Fertilizers.....	9,669	100.0	1,693	17.5	1,693	17.5	1,693	17.5	(x)	(x)
71 Fireworks.....	70,221	100.0	20,426	29.1	20,426	29.1	(x)	(x)	(x)	(x)
72 Explosives.....	240,697	100.0	141,596	58.8	62,159	25.8	37,848	15.7	24,311	10.1
73 Fireworks.....	6,583	100.0	5,584	84.8	5,332	81.0	5,332	81.0	(x)	(x)

See footnotes at end of table.

SALES OF MANUFACTURING PLANTS: 1929

THE UNITED STATES BY INDUSTRY, BY MAJOR CLASSES OF CUSTOMERS—Continued

of individual operations, but the figures are included under the proper totals]  
thousands of dollars]

Sales to merchandise distributing organizations—Continued										Sales to consumers						
Retail organizations					Wholesale and retail organizations					Total—E plus F		E—Industrial and other large consumers		F—Household consumers		
Total—C plus D		C—Retailers		D—Manufacturers' own retail branches		B plus D—Controlled selling organizations		A plus C—Uncontrolled selling organizations		Value	Per cent of total sales	Value	Per cent of total sales	Value	Per cent of total sales	
Value	Per cent of total sales	Value	Per cent of total sales	Value	Per cent of total sales	Value	Per cent of total sales	Value	Per cent of total sales							Value
\$8,882	31.6	\$8,882	31.6			\$2,776	9.9	\$25,277	89.9	\$58	0.2	\$58	0.2	(10)		1
(x)	(x)	(x)	(x)			(x)	(x)	(x)	(x)	21,517	89.6	21,517	89.6			2
19,564	58.3	19,224	57.3	\$340	1.0	1,375	4.1	30,610	91.3	1,549	4.6	29,149	3.6	\$330	1.0	3
58,758	57.6	54,615	53.5	4,143	4.1	9,549	9.4	86,623	84.9	5,790	5.7	5,586	5.5	204	.2	4
67,019	54.0	65,358	52.7	1,661	1.3	7,176	5.8	103,453	83.4	13,278	10.8	6,516	5.3	6,762	5.5	5
						(x)	(x)	(x)	(x)	7,446	33.6	7,446	33.6			6
310,494	34.9	303,534	34.1	6,960	.8	43,787	4.9	771,844	86.6	75,737	8.5	71,713	8.0	4,024	.5	7
11,353	37.5	11,353	37.5			2,839	9.4	24,356	80.5	3,046	10.1	3,046	10.1			8
(x)	(x)	(x)	(x)			(x)	(x)	(x)	(x)	665	6.8	665	6.8			9
137,830	70.8	135,050	69.4	2,780	1.4	6,103	3.1	182,178	93.6	6,405	3.3	2,790	1.4	3,615	1.9	10
(x)	(x)	(x)	(x)			2,685	43.6	1,211	19.6	2,268	36.8	2,268	36.8			11
1,385	17.5	1,385	17.5			152	1.9	1,869	23.6	5,906	74.5	5,906	74.5			12
119,342	53.4	117,154	52.4	2,188	1.0	43,489	19.5	170,319	76.2	9,638	4.3	2,318	1.0	7,320	3.3	13
48,201	7.3	48,201	7.3			191,738	29.2	250,478	38.1	214,282	32.7	213,805	32.6	477	.1	14
12,897	42.6	12,897	42.6					28,996	95.8	1,263	4.2	1,263	4.2			15
11,216	34.3	11,216	34.3	(35)		4,124	12.6	24,129	73.8	4,458	13.6	4,127	12.8	271	.8	16
(x)	(x)	(x)	(x)			351	3.1	1,869	16.6	9,014	80.3	9,014	80.3			17
2,410	6.7	2,410	6.7			595	1.7	11,238	31.2	24,181	67.1	24,181	67.1			18
33,484	4.5	33,066	4.4	418	.1	119,001	16.0	186,573	24.9	442,113	59.1	440,582	58.9	1,531	.2	19
(x)	(x)	(x)	(x)					5,679	40.1	8,492	59.9	8,492	59.9			20
783,444	25.5	755,517	24.3	37,927	1.2	214,935	6.9	1,674,079	53.8	1,226,124	39.3	1,201,765	38.5	24,359	.8	21
4,379	19.2	4,379	19.2			324	1.4	12,770	55.9	9,757	42.7	10,9,757	42.7	(10)		22
528	6.0	528	6.0			(x)	(x)	(x)	(x)	590	6.8	590	6.8			23
2,907	2.3	2,907	2.3			4,177	3.3	11,500	9.0	111,892	87.7	111,892	87.7			24
62,881	66.2	62,881	66.2	(39)		15,933	16.8	77,913	82.1	1,021	1.1	44,1,021	1.1			25
3,274	6.3	3,274	6.3			1,436	2.7	9,960	19.1	40,970	78.2	40,970	78.2			26
(x)	(x)	(x)	(x)			(x)	(x)	(x)	(x)	5,921	25.7	5,921	25.7			27
539	10.7	539	10.7			666	13.3	1,936	38.6	2,407	48.1	2,407	48.1			28
516,936	56.1	482,266	52.3	34,670	3.8	63,785	7.0	686,117	74.4	171,274	18.6	147,497	16.0	23,777	2.6	29
67	.9	67	.9			(x)	(x)	(x)	(x)	7,095	93.3	7,095	93.3			30
144,889	14.9	144,889	14.9			34,571	3.6	519,887	53.6	415,375	42.8	415,375	42.8			31
1,006	5.0	1,006	5.0			14,333	70.4	(x)	(x)	(x)	(x)	(x)	(x)			32
11,421	59.5	10,992	57.4	429	2.2	769	4.0	16,880	88.1	1,518	7.9	1,518	7.9	582	3.0	33
		(11)		(39)		39,785	7.1	206,776	36.9	313,920	56.0	313,920	56.0	(10)		34
25,843	43.0	25,398	42.2	445	.8	1,955	7.2	879	3.2	24,386	89.6	24,386	89.6			35
						6,584	11.0	37,552	62.4	16,025	26.6	16,025	26.6			36
113	.4	113	.4	(39)		1,101	4.2	22,759	86.9	2,319	8.9	2,319	8.9			37
5,182	21.3	(x)	(x)	(x)	(x)	(x)	(x)	(x)	(x)	10,625	43.8	10,625	43.8	(10)		38
3,718	4.8	(x)	(x)	(x)	(x)	(x)	(x)	(x)	(x)	61,843	80.1	61,843	80.1			39
7,808	11.6	7,356	11.0	452	.6	4,435	6.5	34,017	50.8	28,608	42.7	28,608	42.7			40
82,870	5.2	76,832	4.8	6,038	.4	67,466	4.3	684,886	43.2	832,246	52.5	831,610	52.5	636	(40)	41
1,388	2.1	1,388	2.1			10,738	16.6	27,075	41.9	26,808	41.5	26,808	41.5			42
16,515	5.9	16,515	5.9			3,897	1.4	62,000	22.2	213,439	76.4	213,439	76.4			43
(x)	(x)	(x)	(x)			(x)	(x)	(x)	(x)	1,631	29.0	1,631	29.0			44
6,016	30.7	(x)	(x)			1,659	2.7	29,311	48.3	10,582	54.0	10,582	54.0			45
								2,641	9.6	29,792	49.0	29,792	49.0			46
804	2.9	804	2.9			31,707	3.7	413,846	48.0	24,840	90.4	24,840	90.4	(10)		47
17,789	2.1	17,789	2.1			(x)	(x)	(x)	(x)	417,028	48.3	417,028	48.3			48
30,418	16.7	(x)	(x)			(x)	(x)	(x)	(x)	56,210	30.8	55,574	30.5	636	.3	49
		(11)				(x)	(x)	(x)	(x)	51,846	99.4	51,846	99.4			50
9,712	32.4	(x)	(x)			(x)	(x)	(x)	(x)	70	.2	70	.2	(10)		51
113,404	24.0	104,088	21.9	9,306	2.1	46,892	10.0	186,382	39.2	241,053	50.8	81,320	17.1	159,733	33.7	52
11,177	12.9	11,177	12.9			368	.4	28,335	32.7	57,961	66.9	57,961	66.9			53
(x)	(x)	(x)	(x)			(x)	(x)	(x)	(x)	2,140	68.4	2,140	68.4			54
44,674	28.8	43,888	28.3	786	.5	19,575	12.6	66,508	42.9	68,937	44.5	(10)		68,937	44.5	55
5,325	36.7	5,102	35.2	223	1.5	1,231	8.4	9,951	68.6	3,327	23.0	1,198	8.3	2,129	14.7	56
60,363	24.4	42,066	20.4	8,297	4.0	25,632	12.4	78,782	38.2	102,012	49.4	13,345	6.5	88,667	42.9	57
(x)	(x)	(x)	(x)					1,903	22.2	6,676	77.8	6,676	77.8			58
498,303	13.6	465,566	12.7	32,737	.9	579,654	15.9	1,563,186	43.3	1,488,917	40.8	1,443,643	39.5	45,274	1.3	59
2,731	6.2	2,731	6.2			36,865	84.1	6,944	15.9	6,944	15.9	6,944	15.9			60
6,359	12.1	(x)	(x)			(x)	(x)	(x)	(x)	1,000	1.9	1,000	1.9			61
2,764	11.2	2,764	11.2			(x)	(x)	(x)	(x)	5,872	23.8	5,872	23.8			62
(x)	(x)	(x)	(x)			(x)	(x)	(x)	(x)	(x)	(x)	(x)	(x)			63
1,645	24.6	1,645	24.6			4,159	20.6	2,707	40.5	16,011	79.4	16,011	79.4			64
11,931	1.7	11,931	1.7	(38)		110,131	15.4	163,773	22.9	3,979	59.5	3,979	59.5			65
5,930	11.6	5,930	11.6			5,289	10.4	35,676	69.9	441,272	61.7	441,272	61.7			66
		(11)		(38)		(x)	(x)	(x)	(x)	10,024	19.7	9,400	18.5	624	1.2	67
24,100	19.3	22,871	18.3	1,229	1.0	40,267	32.3	64,077	51.3	42,910	82.9	42,910	82.9			68
		(11)				(x)	(x)	(x)	(x)	20,434	16.4	20,434	16.4			69
79,437	33.0	77,162	32.1	2,275	.9	26,586	11.0	115,010	47.8	49,795	70.9	49,795	70.9			70
252	3.8	252	3.8					5,584	84.8	99,101	41.2	99,101	41.2			71
										999	15.2	999	15.2			72
																73

See footnotes at end of table.

DISTRIBUTION

TABLE 2.—SUMMARY—DISTRIBUTION OF SALES, 1929, OF MANUFACTURING PLANTS IN THE

[An (x) in column indicates that the amount of sales is withheld to avoid disclosure

[Values expressed in

GROUP AND INDUSTRY	Total sales	Per cent of total sales	Sales to merchandise distributing organizations							
			Total—A plus B plus C plus D		Wholesale organizations					
					Total—A plus B		A—Wholesalers		B—Manufacturers' own wholesale branches	
			Value	Per cent of total sales	Value	Per cent of total sales	Value	Per cent of total sales	Value	Per cent of total sales
<b>Industry group 6.—Chemicals and allied products—Continued.</b>										
1 Glue and gelatin.....	\$33,882	100.0	\$15,029	44.4	\$14,455	42.7	(x)	(x)	(x)	(x)
2 Grease and tallow, not including lubricating greases.....	59,815	100.0	17,540	29.3	14,063	23.5	\$12,422	20.8	\$1,641	2.7
3 Ink, printing.....	42,750	100.0	12,438	29.1	12,438	29.1	\$4,463	10.4	7,975	18.7
4 Ink, writing.....	4,595	100.0	4,350	94.6	2,626	57.1	2,575	56.0	51	1.1
5 Liquors, vinous.....	2,448	100.0	1,624	66.3	(x)	(x)	(x)	(x)	(x)	(x)
6 Mucilage, paste, and other adhesives, except glue and rubber cement.....	6,638	100.0	3,635	54.8	2,834	42.7	(x)	(x)	(x)	(x)
7 Oil, cake, and meal, cottonseed.....	267,822	100.0	150,473	56.2	132,959	49.6	120,824	45.1	12,135	4.5
8 Oil, cake, and meal, linseed.....	119,927	100.0	66,061	55.1	63,535	53.0	55,900	46.6	7,635	6.4
9 Oils, essential.....	6,653	100.0	2,180	32.7	(x)	(x)	1,320	19.8	(x)	(x)
10 Oils, not elsewhere classified.....	45,160	100.0	10,395	23.0	10,233	22.7	(x)	(x)	(x)	(x)
11 Paints and varnishes.....	563,652	100.0	321,925	57.1	207,340	36.8	128,109	22.7	79,231	14.1
12 Patent or proprietary medicines and compounds.....	318,907	100.0	271,501	85.1	189,333	59.4	151,382	47.5	37,951	11.9
13 Perfumes, cosmetics, and other toilet preparations.....	193,441	100.0	178,098	92.0	91,976	47.5	86,862	44.9	5,114	2.6
14 Rayon and allied products.....	149,546	100.0	53,775	36.0	53,775	36.0	(x)	(x)	(x)	(x)
15 Salt.....	37,869	100.0	25,350	67.0	15,377	40.7	15,048	39.8	329	.9
16 Soap.....	310,192	100.0	284,981	91.9	242,951	78.3	141,187	45.5	101,764	32.8
17 Tanning materials, natural dyestuffs, mordants and assistants, and sizes.....	39,930	100.0	14,520	36.4	14,520	36.4	9,406	23.6	5,114	12.8
18 Wood distillation and charcoal manufacture.....	29,594	100.0	16,352	55.2	15,479	52.3	8,023	27.1	7,456	25.2
<b>Industry group 7.—Products of petroleum and coal.....</b>										
19 Coke, not including gas-house coke.....	2,919,141	100.0	2,583,949	88.5	2,214,054	75.8	594,085	20.4	1,619,969	55.4
20 Fuel: Briquettes and boulets.....	197,697	100.0	108,574	54.9	(x)	(x)	81,297	41.1	(x)	(x)
21 Lubricating oils and greases, not made in petroleum refineries.....	8,498	100.0	9,371	98.7	9,371	98.7	9,371	98.7	(x)	(x)
22 Petroleum refining.....	72,281	100.0	52,327	72.4	42,336	58.6	19,315	26.7	23,021	31.9
23 Petroleum refining.....	2,639,665	100.0	2,413,677	91.4	2,076,655	78.6	484,102	18.3	1,592,553	60.3
<b>Industry group 8.—Rubber products.....</b>										
24 Boots and shoes, rubber.....	1,103,938	100.0	815,834	73.9	639,020	57.9	177,355	16.1	461,665	41.8
25 Rubber goods other than tires, inner tubes, and boots and shoes.....	102,536	100.0	102,538	100.0	78,507	76.6	24,846	24.2	53,661	52.4
26 Rubber tires and inner tubes.....	231,221	100.0	141,700	61.3	124,260	53.7	89,570	38.7	34,690	15.0
27 Rubber tires and inner tubes.....	770,177	100.0	571,596	74.2	436,253	56.7	62,939	8.2	373,314	48.5
<b>Industry group 9.—Leather and its manufactures.....</b>										
28 Belting, leather.....	1,801,589	100.0	1,407,594	78.1	770,660	42.7	422,282	23.4	348,378	19.3
29 Boot and shoe cut stock, not made in boot and shoe factories.....	34,505	100.0	10,173	29.5	10,173	29.5	7,485	21.7	2,688	7.8
30 Boot and shoe findings, not made in boot and shoe factories.....	113,845	100.0	14,952	13.2	13,858	12.2	(x)	(x)	(x)	(x)
31 Boots and shoes, other than rubber.....	58,625	100.0	6,312	10.8	5,092	8.7	5,092	8.7	(x)	(x)
32 Gloves and mittens, leather.....	964,542	100.0	956,465	99.2	465,159	48.2	210,457	21.8	254,702	26.4
33 Leather goods, not elsewhere classified.....	42,164	100.0	40,472	96.0	19,212	45.6	14,516	34.4	4,696	11.2
34 Leather: Tanned, curried, and finished.....	35,087	100.0	26,855	76.5	13,212	37.6	(x)	(x)	(x)	(x)
35 Pouches, purses, and cardcases.....	399,543	100.0	209,491	52.4	209,491	52.4	130,314	32.6	79,177	19.8
36 Saddlery and harness.....	67,994	100.0	67,596	99.4	13,515	19.9	12,612	18.6	903	1.3
37 Trunks, suitcases, and bags.....	21,675	100.0	18,960	87.5	7,323	33.8	5,359	24.7	1,964	9.1
38 Trunks, suitcases, and bags.....	63,609	100.0	56,318	88.5	13,625	21.4	12,667	19.9	958	1.5
<b>Industry group 10.—Stone, clay, and glass products.....</b>										
39 Asbestos products, steam and other packing, pipe and boiler covering, and gaskets (see description of industry p. 5).....	1,554,716	100.0	924,045	59.4	848,049	54.6	710,289	45.6	137,760	8.9
40 Cement.....	101,461	100.0	67,184	66.2	67,184	66.2	38,970	38.4	28,214	27.8
41 China firing and decorating, not done in potteries.....	255,604	100.0	212,626	83.2	212,626	83.2	196,539	76.9	16,087	6.3
42 Clay products (other than pottery) and nonclay refractories.....	1,246	100.0	1,246	100.0	446	35.8	446	35.8	(x)	(x)
43 Concrete products.....	302,136	100.0	148,819	49.2	148,819	49.2	129,079	42.7	19,740	6.5
44 Emery wheels and other abrasive and polishing appliances.....	92,729	100.0	19,332	20.8	19,332	20.8	16,553	17.8	2,779	3.0
45 Glass.....	32,154	100.0	10,647	33.1	10,216	31.8	(x)	(x)	(x)	(x)
46 Glass products (except mirrors) made from purchased glass.....	287,246	100.0	175,933	61.3	151,822	52.9	(x)	(x)	(x)	(x)
47 Lime.....	32,963	100.0	16,557	50.2	10,755	32.6	10,755	32.6	(x)	(x)
48 Marble, granite, slate, and other stone products.....	35,816	100.0	22,344	62.4	13,295	37.1	9,983	27.9	3,312	9.2
49 Mirrors, framed and unframed.....	181,698	100.0	69,988	38.5	69,988	38.5	61,377	33.8	8,611	4.7
50 Pottery, including porcelain ware.....	31,890	100.0	19,320	60.5	12,298	38.5	10,315	32.3	1,983	6.2
51 Sand-lime brick.....	116,405	100.0	94,390	81.1	66,739	57.3	49,487	42.5	17,252	14.8
52 Statuary and art goods, factory product.....	3,146	100.0	1,649	52.4	1,649	52.4	1,649	52.4	(x)	(x)
53 Wall plaster, wall board, insulating board, and floor composition.....	9,559	100.0	2,409	25.2	1,279	13.4	(x)	(x)	(x)	(x)
54 Wall plaster, wall board, insulating board, and floor composition.....	70,663	100.0	61,601	87.2	61,601	87.2	56,201	79.5	5,400	7.7
<b>Industry group 11.—Iron and steel and their products, not including machinery.....</b>										
55 Bolts, nuts, washers, and rivets, not made in plants operated in connection with rolling mills.....	6,092,542	100.0	2,632,560	43.2	2,389,388	39.2	2,039,892	33.5	349,496	5.7
56 Cast-iron pipe.....	104,866	100.0	32,707	31.2	32,089	30.6	26,972	25.7	5,117	4.9
57 Cutlery (not including silver and plated cutlery) and edge tools.....	80,261	100.0	34,447	42.9	34,447	42.9	29,690	37.0	4,757	5.9
58 Doors, shutters, and window sash and frames, metal.....	78,918	100.0	74,184	94.0	68,037	86.2	55,706	70.6	12,331	15.6
59 Files.....	69,242	100.0	10,378	15.0	8,573	12.4	(x)	(x)	(x)	(x)
60 Firearms.....	14,114	100.0	11,964	84.8	11,145	79.0	11,145	79.0	(x)	(x)
61 Forgings, iron and steel, not made in plants operated in connection with rolling mills.....	21,335	100.0	(x)	(x)	17,153	80.4	17,153	80.4	(x)	(x)
62 Hardware not elsewhere classified.....	155,686	100.0	11,691	7.6	11,691	7.6	9,188	6.0	2,503	1.6
63 Iron and steel: Blast furnaces.....	229,477	100.0	115,832	50.5	85,449	37.3	75,708	33.0	9,741	4.3
64 Iron and steel: Steel works and rolling mills.....	198,254	100.0	51,186	25.8	51,186	25.8	43,620	22.0	7,566	3.8
65 Nails, spikes, etc., not made in wire mills or in plants operated in connection with rolling mills.....	2,990,926	100.0	1,289,246	43.1	1,289,246	43.1	1,177,121	39.4	112,125	3.7
66 Nails, spikes, etc., not made in wire mills or in plants operated in connection with rolling mills.....	12,855	100.0	6,322	49.2	5,687	44.2	4,000	31.1	1,687	13.1

See footnotes at end of table.

SALES OF MANUFACTURING PLANTS: 1929

47

UNITED STATES, BY INDUSTRY, BY MAJOR CLASSES OF CUSTOMERS—Continued

of individual operations, but the figures are included under the proper totals]

thousands of dollars]

Sales to merchandise distributing organizations—Continued										Sales to consumers					
Retail organizations					Wholesale and retail organizations					Total—E plus F		E—Industrial and other large consumers		F—Household consumers	
Total—C plus D		C—Retailers		D—Manufacturers' own retail branches		B plus D—Controlled selling organizations		A plus C—Uncontrolled selling organizations		Value	Per cent of total sales	Value	Per cent of total sales	Value	Per cent of total sales
Value	Per cent of total sales	Value	Per cent of total sales	Value	Per cent of total sales	Value	Per cent of total sales	Value	Per cent of total sales	Value	Per cent of total sales	Value	Per cent of total sales	Value	Per cent of total sales
\$574	1.7	\$574	1.7	(x)	(x)	(x)	(x)	(x)	(x)	\$18,853	55.6	\$18,853	55.6		
3,477	5.8	(x)	(x)	(x)	(x)	(x)	(x)	(x)	(x)	42,275	70.7	42,275	70.7		
1,724	37.5	(11) 1,724	37.5			\$7,975	18.7	\$4,463	10.4	30,312	70.9	30,312	70.9		
(x)	(x)	(x)	(x)			51	1.1	4,299	93.5	245	5.4	245	5.4		
801	12.1	801	12.1			(x)	(x)	(x)	(x)	824	33.7	714	29.2	\$110	4.5
						(x)	(x)	(x)	(x)	3,003	45.2	3,003	45.2		
17,514	6.6	15,778	5.9	\$1,736	.7	13,871	5.2	136,602	51.0	117,349	43.8	10 117,349	43.8	(10)	
2,526	2.1	2,526	2.1			7,635	6.4	58,426	48.7	53,866	44.9	53,866	44.9		
(x)	(x)	246	3.7	(x)	(x)	614	9.2	1,566	23.5	4,473	67.3	4,473	67.3		
162	.3	162	.3			(x)	(x)	(x)	(x)	34,765	77.0	34,765	77.0		
114,585	20.3	103,836	18.4	10,749	1.9	89,980	16.0	231,945	41.1	241,727	42.9	232,604	41.3	9,123	1.6
82,168	25.7	69,311	21.7	12,857	4.0	50,808	15.9	220,693	69.2	47,406	14.9	26,696	8.4	20,710	6.5
86,122	44.5	83,430	43.1	2,692	1.4	7,806	4.0	170,292	88.0	15,343	-8.0	2,215	1.2	13,128	6.8
						(x)	(x)	(x)	(x)	95,771	64.0	95,771	64.0		
9,973	26.3	9,973	26.3			329	.9	25,021	66.1	12,519	33.0	12,519	33.0		
42,030	13.6	42,030	13.6			101,764	32.8	183,217	59.1	25,211	8.1	23,684	7.6	1,527	.5
		(11)				5,114	12.8	9,406	23.6	25,410	63.6	25,410	63.6		
873	2.9	873	2.9			7,456	25.2	8,896	30.0	13,242	44.8	13,196	44.6	46	.2
369,895	12.7	169,368	5.8	200,527	6.9	1,820,496	62.3	763,453	26.2	335,192	11.5	329,765	11.3	5,427	.2
(x)	(x)	22,499	11.4	(x)	(x)	4,773	2.4	103,796	52.5	89,123	45.1	84,486	42.7	4,637	2.4
9,991	13.8	(11) 9,991	13.8			23,021	31.9	9,371	98.7	127	1.3	127	1.3		
337,022	12.8	136,878	5.2	200,144	7.6	1,792,697	67.9	29,306	40.5	19,954	27.6	19,291	26.7	663	.9
176,814	16.0	171,819	15.6	4,995	.4	466,680	42.2	620,980	23.5	225,988	8.6	225,988	8.6	(11)	
24,031	23.4	24,031	23.4			53,661	52.4	48,877	47.6	89,521	38.7	88,355	38.2	1,166	.5
17,440	7.6	16,581	7.2	859	.4	35,549	15.4	106,151	45.9	198,581	25.8	197,383	25.6	1,198	.2
135,343	17.5	131,207	17.0	4,136	.5	377,450	49.0	194,146	25.2	393,995	21.9	386,757	21.5	7,238	.4
636,934	35.4	577,343	32.1	59,591	3.3	407,989	22.6	999,625	55.5	24,332	70.5	24,332	70.5		
1,094	1.0	(11) 1,094	1.0	(38)		2,688	7.8	7,485	21.7	98,893	86.8	98,893	86.8		
1,220	2.1	1,220	2.1			(x)	(x)	(x)	(x)	52,313	89.2	52,313	89.2		
491,306	51.0	431,715	44.8	59,591	6.2	314,293	32.6	642,172	66.6	8,077	.8	3,855	.4	4,222	.4
21,260	50.4	21,260	50.4			4,696	11.2	35,776	84.8	1,692	4.0	(x)	(x)	(x)	(x)
13,643	38.9	13,643	38.9			(x)	(x)	(x)	(x)	8,232	23.5	7,149	20.4	1,083	3.1
		(11)		(38)		79,177	19.8	130,314	32.6	190,052	47.6	190,052	47.6		
54,081	79.5	54,081	79.5			903	1.3	66,693	98.1	398	.6	142	.2	256	.4
11,637	53.7	11,637	53.7			1,964	9.1	16,996	78.4	2,715	12.5	10 2,715	12.5	(10)	
42,693	67.1	42,693	67.1			958	1.5	55,360	87.0	7,291	11.5	5,698	9.0	1,593	2.5
75,996	4.9	72,837	4.7	3,159	.2	140,919	9.1	783,126	50.3	630,671	40.6	603,120	38.8	27,551	1.8
		(11)				28,214	27.8	38,970	38.4	34,277	33.8	34,277	33.8		
		(11)				16,087	6.3	196,539	76.9	42,978	16.8	42,978	16.8		
800	64.2	800	64.2			19,740	6.5	1,246	100.0	153,317	50.8	10 153,317	50.8	(10)	
		(11)		(38)		2,779	3.0	129,079	42.7	73,397	79.2	73,397	79.2		
431	1.3	431	1.3			(x)	(x)	(x)	(x)	21,507	66.9	21,507	66.9		
24,111	8.4	22,728	7.9	1,383	.5	(x)	(x)	(x)	(x)	111,313	38.7	10 111,313	38.7	(10)	
5,802	17.6	5,802	17.6			(x)	(x)	(x)	(x)	16,406	49.8	16,406	49.8		
9,049	25.3	9,049	25.3			3,312	9.2	19,032	53.2	13,472	37.6	13,472	37.6		
		(11)		(38)		8,611	4.7	61,377	33.8	111,710	61.5	86,001	47.3	25,709	14.2
7,022	22.0	6,807	21.3	215	.7	2,198	6.9	17,122	53.6	12,570	39.5	12,010	37.7	560	1.8
27,651	23.8	(x)	(x)	(x)	(x)	(x)	(x)	(x)	(x)	22,015	18.9	21,580	18.5	435	.4
		(11)				(x)	(x)	(x)	(x)	1,497	47.6	10 1,497	47.6	(10)	
1,130	11.8	1,130	11.8			5,400	7.7	56,201	79.5	7,150	74.8	6,303	65.9	847	8.9
		(11)		(38)						9,062	12.8	10 9,062	12.8	(10)	
243,172	4.0	224,172	3.7	19,000	.3	368,496	6.0	2,264,064	37.2	3,459,982	56.8	3,459,593	56.8	389	(60)
618	.6	618	.6			5,117	4.9	27,590	26.3	72,159	68.8	72,159	68.8		
		(11)		(38)		4,757	5.9	29,690	37.0	45,814	57.1	45,814	57.1		
6,147	7.8	6,147	7.8			12,331	15.6	61,853	78.4	4,734	6.0	4,514	5.7	220	.3
1,805	2.6	1,805	2.6			(x)	(x)	(x)	(x)	58,864	85.0	10 58,864	85.0	(10)	
819	5.8	819	5.8			(x)	(x)	(x)	(x)	2,150	15.2	2,150	15.2		
(x)	(x)	(x)	(x)			2,503	1.6	9,188	6.0	(x)	(x)	(x)	(x)	169	.8
		(11)		(38)		9,741	4.3	106,091	46.2	113,645	49.5	113,645	49.5		
30,383	13.2	30,383	13.2			7,566	3.8	43,620	22.0	147,068	74.2	147,068	74.2		
		(11)		(38)		112,125	3.7	1,177,121	39.4	1,701,680	56.9	1,701,680	56.9		
635	5.0	(x)	(x)	(x)	(x)	(x)	(x)	(x)	(x)	6,633	50.8	6,533	50.8		

See footnotes at end of table.

## DISTRIBUTION

TABLE 2.—SUMMARY—DISTRIBUTION OF SALES, 1929, OF MANUFACTURING PLANTS IN THE

[An (x) in column indicates that the amount of sales is withheld to avoid disclosure

[Values expressed in

GROUP AND INDUSTRY	Total sales	Per cent of total sales	Sales to merchandise distribution organizations							
			Total—A plus B plus C plus D		Wholesale organizations					
			Value	Per cent of total sales	Total—A plus B		A—Wholesalers		B—Manufacturers' own wholesale branches	
					Value	Per cent of total sales	Value	Per cent of total sales	Value	Per cent of total sales
<b>Industry group 11.—Iron and steel and their products, not including machinery—Continued.</b>										
1 Plumbers' supplies, not including pipe or vitreous-china sanitary ware.	\$129,674	100.0	\$117,975	91.0	\$110,183	85.0	\$80,310	61.9	\$29,873	23.1
2 Safes and vaults.....	18,989	100.0	10,071	53.0	1,962	10.3	(x)	(x)	(x)	(x)
3 Saws.....	21,971	100.0	16,299	74.2	13,030	59.3	11,536	52.5	1,494	6.8
4 Screw-machine products and wood screws.....	105,975	100.0	21,682	20.5	19,136	18.1	(x)	(x)	(x)	(x)
5 Springs, steel, except wire, not made in plants operated in connection with rolling mills.	46,356	100.0	16,199	35.0	(x)	(x)	14,400	31.1	(x)	(x)
6 Steam fittings and steam and hot-water heating apparatus.....	228,109	100.0	185,823	81.4	(x)	(x)	69,641	30.5	(x)	(x)
7 Steel barrels, kegs, and drums.....	37,278	100.0	2,112	5.7	2,112	5.7	11 2,112	5.7		
8 Stoves and ranges (other than electric) and warm-air furnaces.	270,940	100.0	224,787	82.9	104,307	38.5	84,331	31.1	19,976	7.4
9 Structural and ornamental iron and steel work, not made in plants operated in connection with rolling mills.	469,499	100.0	97,736	20.8	97,736	20.8	11 80,106	17.1	17,630	3.7
10 Tin cans and other tinware, not elsewhere classified.....	256,130	100.0	21,614	8.4	18,551	7.2	16,705	6.5	1,846	.7
11 Tools, not including edge tools, machine tools, files, or saws.	100,233	100.0	73,775	73.6	(x)	(x)	60,572	60.4	(x)	(x)
12 Wire, drawn from purchased bars or rods.....	178,974	100.0	53,164	29.7	46,180	25.8	34,113	19.1	12,067	6.7
13 Wirework, not elsewhere classified.....	147,921	100.0	82,743	55.9	69,949	47.3	63,256	42.8	6,693	4.5
14 Wrought pipe, welded and heavy riveted, not made in plants operated in connection with rolling mills.	124,659	100.0	51,305	41.1	51,305	41.1	50,642	40.6	663	.5
<b>Industry group 12.—Nonferrous metals and their products.</b>										
15 Aluminum manufactures.....	152,748	100.0	34,243	22.4	11,266	7.4	(x)	(x)	(x)	(x)
17 Clocks, watches, and parts (see description of industry, p. 9).	88,665	100.0	75,778	85.5	70,623	79.7	54,877	61.9	15,746	17.8
18 Collapsible tubes.....	8,913	100.0								
19 Copper, tin, and sheet-iron work, including galvanized-iron work, not elsewhere classified.	206,381	100.0	86,755	42.0	55,654	26.9	39,054	18.9	16,600	8.0
20 Fire extinguishers, chemical.....	8,566	100.0	4,196	49.0	4,196	49.0	4 4,196	49.0		
21 Gas and electric fixtures; lamps, lanterns, and reflectors.....	144,966	100.0	88,993	61.4	63,917	44.1	57,497	39.7	6,420	4.4
22 Gold leaf and foil.....	3,978	100.0	2,035	51.2	1,325	33.3	(x)	(x)	(x)	(x)
23 Gold, silver, and platinum, reducing and refining, not from the ore.	67,616	100.0	7,889	11.7	7,889	11.7	11 7,889	11.7		
24 Jewelry.....	168,325	100.0	141,068	83.9	75,310	44.8	69,471	41.3	5,839	3.5
25 Needles, pins, hooks and eyes, and snap fasteners.....	22,031	100.0	10,609	48.2	6,968	31.7	6,071	27.6	897	4.1
26 Nonferrous-metal alloys and products, not including aluminum products.	824,429	100.0	244,253	29.6	244,253	29.6	11 190,999	23.1	53,854	6.5
27 Plated ware.....	55,430	100.0	51,027	92.1	28,139	50.8	(x)	(x)	(x)	(x)
28 Silversmithing and silverware.....	30,452	100.0	29,769	97.8	14,472	47.6	3,221	10.6	11,251	37.0
29 Stamped ware, enameled ware, and metal stamping, enameling, japanning, and lacquering.	192,631	100.0	91,593	47.5	70,332	36.5	58,431	30.3	11,901	6.2
<b>Industry group 13.—Machinery, not including transportation equipment.</b>										
30 Agricultural implements.....	260,466	100.0	214,230	82.3	177,493	68.2	21,315	8.2	156,178	60.0
32 Cash registers and adding, calculating, and card-tabulating machines.	109,582	100.0	60,387	55.1	18,021	16.4	3,763	3.4	14,258	13.0
33 Electrical machinery, apparatus, and supplies.....	2,230,361	100.0	1,363,276	61.1	1,164,481	52.2	700,333	31.4	464,148	20.8
34 Engines, turbines, tractors, and water wheels.....	449,836	100.0	322,932	71.8	322,932	71.8	11 160,311	35.6	162,621	36.2
35 Foundry and machine-shop products, not elsewhere classified.	2,476,871	100.0	690,984	27.9	690,984	27.9	11 441,433	17.8	249,551	10.1
36 Gas machines, gas meters, and water and other liquid meters.	40,100	100.0	9,808	24.4	9,808	24.4	11 4,982	12.4	4,826	12.0
37 Machine-tool accessories and small metal-working tools, not elsewhere classified.	140,987	100.0	34,546	24.4	34,546	24.4	11 31,991	22.6	2,555	1.8
38 Machine tools.....	240,273	100.0	99,983	41.6	99,983	41.6	11 71,344	29.7	28,639	11.9
39 Pumps (hand and power) and pumping equipment.....	155,963	100.0	91,561	58.7	91,561	58.7	11 55,062	35.3	36,499	23.4
40 Refrigerators, mechanical.....	161,636	100.0	158,006	97.8	156,123	96.6	(x)	(x)	(x)	(x)
41 Scales and balances.....	29,328	100.0	18,417	62.8	(x)	(x)	(x)	(x)	(x)	(x)
42 Sewing machines and attachments.....	44,978	100.0	36,762	81.7	7,454	16.6	(x)	(x)	(x)	(x)
43 Textile machinery and parts.....	115,461	100.0	13,277	11.5	13,277	11.5	11 11,122	9.6	2,155	1.9
44 Typewriters and parts.....	61,858	100.0	61,005	98.6	13,460	21.7	(x)	(x)	(x)	(x)
45 Washing machines, wringers, driers, and ironing machines, for household use.	81,036	100.0	75,757	93.5	25,016	30.9	20,265	25.0	4,751	5.9
46 Windmills and windmill towers.....	8,500	100.0	6,777	79.7	4,298	50.6	2,276	26.8	2,022	23.8
<b>Industry group 14.—Transportation equipment, air, land, and water.</b>										
47 Aircraft and parts.....	60,643	100.0	26,932	44.4	26,932	44.4	11 19,722	32.5	7,210	11.9
49 Carriage, wagon, sleigh, and sled materials.....	2,772	100.0	1,971	71.1	1,445	52.1	1,445	52.1		
50 Carriages, wagons, sleighs, and sleds.....	15,995	100.0	11,569	72.3	7,647	47.8	(x)	(x)	(x)	(x)
51 Motor-vehicle bodies and motor-vehicle parts.....	1,314,922	100.0	212,374	16.2	165,335	12.6	142,230	10.8	23,105	1.8
52 Motor vehicles, not including motorcycles.....	3,711,795	100.0	3,584,107	96.6	2,071,442	55.8	1,233,991	33.2	837,451	22.6
53 Motor cycles, bicycles, and parts.....	23,611	100.0	20,360	86.2	8,825	37.4	8,825	37.4		
54 Ship and boat building, steel and wooden, including repair work.	85,714	100.0	9,083	10.6	9,083	10.6	11 9,083	10.6		
<b>Industry group 15.—Railroad repair shops (see text p. 2)</b>										
<b>Industry group 16.—Miscellaneous industries.</b>										
55 Artificial and preserved flowers and plants.....	14,425	100.0	11,324	78.5	5,756	39.9	5,653	39.2	103	.7
58 Artists' materials.....	9,460	100.0	8,355	88.3	6,566	69.4	6,566	69.4		
59 Brooms.....	19,166	100.0	17,576	91.7	11,511	60.1	11,344	59.2	167	.9
60 Brushes, other than rubber.....	45,506	100.0	35,812	78.7	27,314	60.0	22,404	49.2	4,910	10.8
61 Buttons.....	27,633	100.0	10,485	37.9	9,868	35.7	7,547	27.3	2,321	8.4
62 Carbon paper and inked ribbons.....	17,295	100.0	13,831	80.0	6,069	35.1	4,785	27.7	1,284	7.4
<b>Cigars and cigarettes:</b>										
63 Cigars.....	311,663	100.0	307,931	98.8	266,520	85.5	204,249	65.5	62,271	20.0
64 Cigarettes.....	755,246	100.0	755,085	100.0	752,030	99.6	(x)	(x)	(x)	(x)
65 Combs and hairpins, not made from metal or rubber.....	2,482	100.0	2,186	88.1	1,365	55.0	1,365	55.0		
66 Dairymen's supplies; creamery, cheese-factory and butter-factory equipment; and poultrymen's and apiarists' supplies.	42,247	100.0	26,690	63.2	21,167	50.1	14,677	34.7	6,490	15.4
67 Dental goods and equipment.....	35,180	100.0	33,137	94.2	33,137	94.2	11 26,984	76.7	6,153	17.5
68 Fancy and miscellaneous articles, not elsewhere classified.....	84,655	100.0	72,096	85.2	34,362	40.6	32,706	38.6	1,656	2.0

See footnotes at end of this table.

SALES OF MANUFACTURING PLANTS: 1929

UNITED STATES BY INDUSTRY, BY MAJOR CLASSES OF CUSTOMERS—Continued

of individual operations, but the figures are included under the proper totals]  
thousands of dollars]

Sales to merchandise distributing organizations—Continued										Sales to consumers					
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Total—C plus D		C—Retailers		D—Manufacturers' own retail branches		B plus D—Controlled selling organizations		A plus C—Uncontrolled selling organizations		Value	Per cent of total sales	Value	Per cent of total sales	Value	Per cent of total sales
Value	Per cent of total sales	Value	Per cent of total sales	Value	Per cent of total sales	Value	Per cent of total sales	Value	Per cent of total sales	Value	Per cent of total sales	Value	Per cent of total sales	Value	Per cent of total sales
\$7,792	6.0	\$7,792	6.0			\$29,873	23.1	\$88,102	67.9	\$11,699	9.0	\$11,699	9.0		
8,109	42.7	8,109	42.7			(x)	(x)	(x)	(x)	8,918	47.0	8,918	47.0		
3,269	14.9	3,269	14.9			1,494	6.8	14,805	67.4	5,672	25.8	5,672	25.8		
2,546	2.4	2,546	2.4			(x)	(x)	(x)	(x)	84,293	79.5	84,293	79.5		
(x)	(x)	1,106	2.4	(x)	(x)	693	1.5	15,506	33.5	30,157	65.0	30,157	65.0		
(x)	(x)	<sup>82</sup> 23,372	10.2	(x)	(x)	92,810	40.7	93,013	40.7	42,286	18.6	42,286	18.6		
120,480	44.4	<sup>(11)</sup> 105,473	38.9	\$15,007	5.5	34,983	12.9	2,112	5.7	35,166	94.3	35,166	94.3		
		<sup>(11)</sup>		<sup>(38)</sup>		17,630	3.7	80,106	17.1	46,153	17.1	<sup>10</sup> 46,153	17.1	( <sup>10</sup> )	
3,063	1.2	3,063	1.2			1,846	.7	19,768	7.7	371,763	79.2	<sup>10</sup> 371,763	79.2	( <sup>10</sup> )	
(x)	(x)	7,158	7.2	(x)	(x)	6,045	6.0	67,730	67.6	234,516	91.6	234,516	91.6		
6,984	3.9	6,984	3.9			12,067	6.7	41,097	23.0	26,458	26.4	<sup>5</sup> 26,458	26.4	( <sup>10</sup> )	
12,794	8.6	12,794	8.6			6,693	4.5	76,050	51.4	125,810	70.3	125,810	70.3		
						663	.5	50,642	40.6	65,178	44.1	65,178	44.1		
										73,354	58.9	73,354	58.9		
213,864	10.8	205,106	10.4	8,758	.4	137,800	6.9	730,408	37.1	1,106,923	56.0	1,084,531	54.9	\$22,392	1.1
22,977	15.0	(x)	(x)	(x)	(x)	(x)	(x)	(x)	(x)	118,505	77.6	116,087	76.0	2,418	1.6
5,155	5.8	5,155	5.8			15,746	17.8	60,032	67.7	12,887	14.5	<sup>5</sup> 12,887	14.5		
31,101	15.1	31,101	15.1			16,600	8.0	70,155	34.6	8,913	100.0	8,913	100.0		
										119,626	58.0	<sup>88</sup> 119,626	58.0		
25,076	17.3	23,801	16.4	1,275	.9	7,695	5.3	4,196	49.0	4,370	51.0	4,370	51.0		
710	17.9	<sup>(11)</sup> 710	17.9			(x)	(x)	(x)	(x)	55,973	38.6	46,756	32.2	9,217	6.4
								7,889	11.7	1,943	48.8	1,943	48.8		
65,758	39.1	62,370	37.1	3,388	2.0	9,227	5.5	131,841	78.4	59,727	88.3	59,727	88.3		
3,641	16.5	3,641	16.5			897	4.1	9,712	44.1	27,257	16.1	17,246	10.2	10,011	5.9
		<sup>(11)</sup>		<sup>(38)</sup>		53,854	6.5	190,399	23.1	11,422	51.8	11,422	51.8		
22,888	41.3	22,888	41.3			(x)	(x)	(x)	(x)	580,176	70.4	580,176	70.4		
15,297	50.2	(x)	(x)	(x)	(x)	(x)	(x)	(x)	(x)	4,403	7.9	4,185	7.5	218	.4
21,261	11.0	21,261	11.0			11,901	6.2	79,692	41.3	683	2.2	(x)	(x)	(x)	(x)
										101,038	52.5	101,038	52.5		
420,379	6.3	245,818	3.7	174,561	2.6	1,358,505	20.5	1,899,203	28.7	3,349,428	50.8	3,340,046	50.6	9,382	.2
36,737	14.1	36,737	14.1			156,178	60.0	58,052	22.3	46,236	17.7	46,236	17.7		
42,366	38.7	8,774	8.0	<sup>(38)</sup> 33,592	30.7	47,850	43.7	12,537	11.4	49,195	44.9	49,195	44.9		
198,795	8.9	131,033	5.9	67,762	3.0	531,910	23.8	831,366	37.3	867,085	38.9	859,957	38.6	7,128	.3
		<sup>(11)</sup>		<sup>(38)</sup>		162,621	36.2	160,311	35.6	126,904	28.2	<sup>10</sup> 126,904	28.2	( <sup>10</sup> )	
		<sup>(11)</sup>		<sup>(38)</sup>		249,551	10.1	441,433	17.8	1,785,887	72.1	1,785,887	72.1		
		<sup>(11)</sup>		<sup>(38)</sup>		4,826	12.0	4,982	12.4	30,292	75.6	29,687	74.1	<sup>72</sup> 605	1.5
		<sup>(11)</sup>		<sup>(38)</sup>		2,555	1.8	31,991	22.6	106,441	75.6	106,441	75.6		
		<sup>(11)</sup>		<sup>(38)</sup>		28,639	11.9	71,344	29.7	140,290	58.4	140,290	58.4		
		<sup>(11)</sup>		<sup>(38)</sup>		36,499	23.4	55,062	35.3	64,402	41.3	64,402	41.3		
1,883	1.2	1,883	1.2			(x)	(x)	(x)	(x)	3,530	2.2	2,290	1.4	1,240	.8
(x)	(x)	(x)	(x)	(x)	(x)	(x)	(x)	(x)	(x)	10,911	37.2	10,911	37.2		
29,308	65.1	(x)	(x)	(x)	(x)	(x)	(x)	(x)	(x)	8,216	18.3	8,216	18.3		
		<sup>(11)</sup>		<sup>(38)</sup>		2,155	1.9	11,122	9.6	102,184	88.5	102,184	88.5		
47,555	76.9	7,268	11.8	40,287	65.1	(x)	(x)	(x)	(x)	853	1.4	853	1.4		
50,741	62.6	(x)	(x)	(x)	(x)	(x)	(x)	(x)	(x)	5,279	6.5	<sup>74</sup> 4,870	6.0	409	.5
2,479	29.1	2,479	29.1			2,022	23.8	4,755	55.9	1,723	20.3	1,723	20.3		
1,575,677	30.3	1,478,903	28.4	96,774	1.9	966,675	18.6	2,899,711	55.6	1,349,066	25.8	1,340,888	25.7	8,378	.1
		<sup>(11)</sup>		<sup>(38)</sup>		7,210	11.9	19,722	32.5	33,711	55.6	<sup>5</sup> 33,711	55.6		
		<sup>(11)</sup>		<sup>(38)</sup>		1,971	1.8	1,971	71.1	801	28.9	780	28.1	21	.8
		<sup>(11)</sup>		<sup>(38)</sup>		23,105	1.8	189,269	14.4	4,436	27.7	4,436	27.7		
526	19.0	526	19.0			(x)	(x)	(x)	(x)	1,102,548	83.8	<sup>10</sup> 1,102,548	83.8	( <sup>10</sup> )	
3,912	24.5	3,912	24.5			934,225	25.2	2,649,882	71.4	127,688	3.4	<sup>5</sup> 119,331	3.2	8,357	.2
47,039	3.6	47,039	3.6					20,360	86.2	3,251	13.8	<sup>10</sup> 3,251	13.8		
1,512,665	40.8	1,415,891	38.2	96,774	2.6			9,083	10.6	76,631	89.4	<sup>10</sup> 76,631	89.4		
11,535	48.8	11,535	48.8												
		<sup>(11)</sup>		<sup>(38)</sup>											
529,419	18.1	499,771	17.1	29,648	1.0	469,464	15.8	2,000,932	68.6	455,357	15.6	381,989	13.1	73,369	2.5
5,568	38.6	5,568	38.6			103	.7	11,221	77.8	3,101	21.5	3,101	21.5		
1,789	18.9	1,789	18.9					8,355	88.3	1,105	11.7	1,050	11.1	55	.6
6,065	31.6	6,065	31.6			167	.9	17,409	90.8	1,590	8.3	(x)	(x)	(x)	(x)
8,498	18.7	8,498	18.7			4,910	10.8	30,902	67.9	9,694	21.3	8,850	19.4	844	1.9
617	2.2	617	2.2			2,321	8.4	8,164	29.5	17,148	62.1	17,148	62.1		
7,762	44.9	2,570	14.9	5,192	30.0	6,476	37.4	7,355	42.6	3,464	20.0	3,464	20.0		
41,411	13.3	39,701	12.7	1,710	.6	63,981	20.6	243,950	78.2	3,732	1.2	1,105	.4	2,627	.8
3,055	.4	(x)	(x)	(x)	(x)	(x)	(x)	(x)	(x)	161	<sup>(60)</sup>	(x)	(x)	(x)	(x)
821	33.1	821	33.1					2,186	88.1	296	11.9	296	11.9		
5,523	13.1	5,523	13.1			6,490	15.4	20,200	47.8	15,557	36.8	15,557	36.8		
		<sup>(11)</sup>		<sup>(38)</sup>											
37,734	44.6	37,734	44.6			6,153	17.5	26,984	76.7	2,043	5.8	<sup>75</sup> 2,043	5.8		
						1,656	2.0	70,440	83.2	12,559	14.8	12,559	14.8		

## DISTRIBUTION

TABLE 2.—SUMMARY—DISTRIBUTION OF SALES, 1929, OF MANUFACTURING PLANTS IN THE

[An (x) in column indicates that the amount of sales is withheld to avoid disclosure

[Values expressed in

GROUP AND INDUSTRY	Total sales	Per cent of total sales	Sales to merchandise distributing organizations								
			Total—A plus B plus C plus D		Wholesale organizations						
			Total—A plus B		A—Wholesalers		B—Manufacturers' own wholesale branches				
			Value	Per cent of total sales	Value	Per cent of total sales	Value	Per cent of total sales	Value	Per cent of total sales	
<b>Industry group 16.—Miscellaneous industries—Con.</b>											
1	Feathers, plumes, and manufactures thereof.....	\$1,055	100.0	\$389	36.9	\$47	4.5	\$47	4.5	(x)	(x)
2	Foundry supplies.....	10,459	100.0	1,701	16.3	1,701	16.3	(x)	(x)	(x)	(x)
3	Fur goods.....	257,641	100.0	174,001	67.6	91,750	35.6	89,111	34.6	\$2,639	1.0
4	Furs, dressed.....	23,863	100.0	4,026	16.9	2,554	10.7	1,507	6.3	1,047	4.4
5	Hair work.....	1,420	100.0	775	54.6	212	14.9	212	14.9		
6	Hand stamps and stencils and brands.....	14,488	100.0	6,804	47.0	3,384	23.4	3,201	22.1	183	1.3
7	Hats, straw, men's.....	18,739	100.0	18,739	100.0	8,329	44.5	6,364	34.0	1,965	10.5
8	Instruments, professional and scientific.....	87,853	100.0	40,752	46.4	27,847	31.7	25,487	29.0	2,360	2.7
9	Ivory, shell, and bone work, not including buttons, combs, or hairpins.....	1,260	100.0	470	37.3	398	31.6	398	31.6		
10	Jewelry and instrument cases.....	8,817	100.0	4,371	49.5	3,442	39.0	(x)	(x)	(x)	(x)
11	Lapidary work.....	11,426	100.0	10,601	92.8	10,089	88.3	10,089	88.3		
12	Mattresses and bed springs, not elsewhere classified.....	121,627	100.0	115,354	94.8	52,357	43.0	(x)	(x)	(x)	(x)
13	Models and patterns, not including paper patterns.....	28,157	100.0	1,550	5.5	1,550	5.5	1,550	5.5		
14	Musical instrument parts and materials: Piano and organ.....	11,824	100.0	6,083	51.5	4,115	34.8	4,115	34.8		
15	Musical instruments and parts and materials, not elsewhere classified.....	14,042	100.0	11,270	80.2	5,633	40.1	5,633	40.1		
16	Musical instruments: Organs.....	10,739	100.0	1,371	12.8	97	.9	97	.9		
17	Musical instruments: Pianos.....	42,255	100.0	38,722	91.6	6,745	16.0	4,395	10.4	2,350	5.6
18	Optical goods.....	40,301	100.0	31,088	77.2	26,710	66.3	(x)	(x)	(x)	(x)
19	Paving materials: Asphalt, tar, crushed slag, and mixtures.....	29,275	100.0	4,535	15.5	(x)	(x)	(x)	(x)	(x)	(x)
20	Pens, fountain and stylographic; pen points, gold, steel, and brass.....	34,211	100.0	33,411	97.7	8,070	23.6	(x)	(x)	(x)	(x)
21	Photographs.....	96,694	100.0	85,921	88.9	(x)	(x)	51,966	53.8	(x)	(x)
22	Pipes (tobacco).....	5,550	100.0	5,550	100.0	4,618	83.2	4,618	83.2		
23	Roofing, built-up and roll; asphalt shingles; roof coatings other than paint.....	103,506	100.0	87,533	84.6	67,499	65.2	55,972	54.1	11,527	11.1
24	Sandpaper, emery paper, and other abrasive paper and cloth.....	17,219	100.0	8,198	47.6	(x)	(x)	(x)	(x)	(x)	(x)
25	Soda-water apparatus.....	24,446	100.0	15,466	63.3	15,466	63.3	7,601	31.1	7,865	32.2
26	Sporting and athletic goods, not including firearms or ammunition.....	59,402	100.0	55,125	92.8	42,642	71.8	26,725	45.0	15,917	26.8
27	Stationery goods, not elsewhere classified.....	74,062	100.0	57,224	77.3	28,380	38.3	28,380	38.3		
28	Surgical and orthopedic appliances, including artificial limbs.....	71,432	100.0	45,535	63.7	23,086	32.3	21,975	30.8	1,111	1.6
29	Theatrical scenery and stage equipment.....	5,095	100.0	334	6.6	(x)	(x)	(x)	(x)	(x)	(x)
30	Tobacco: Chewing and smoking, and snuff.....	179,333	100.0	176,714	98.5	175,055	97.6	148,719	82.9	26,336	14.7
31	Toys, games, playground equipment, and children's carriages and sleds (see description of industry, p. 23).....	96,293	100.0	87,825	91.2	(x)	(x)	48,070	49.9	(x)	(x)
32	Umbrellas, parasols, and canes.....	17,049	100.0	14,657	86.0	3,847	22.6	(x)	(x)	(x)	(x)
33	Whips.....	224	100.0	224	100.0	138	61.6	138	61.6		
34	Window shades and fixtures.....	34,038	100.0	22,569	66.3	10,723	31.5	4,396	12.9	6,327	18.6
35	All other industries <sup>18</sup> .....	197,739	100.0	131,982	66.7	114,315	57.8	91,807	46.4	22,508	11.4

<sup>1</sup> This value represents the total sales of those plants which are engaged principally in the production of the commodities shown. For the total production of these commodities, see the Census of Manufactures reports.

<sup>2</sup> In addition to this amount, it is believed that a large part of the sales of small plants which failed to report a distribution of their sales were made to home consumers. (See Table 3 for sales not distributed.)

<sup>3</sup> Sales reported "to wholesale establishments of all kinds not owned or controlled by or affiliated with the plants reporting" and "sales made through manufacturers' agents, selling agents, brokers, and commission houses" were combined.

<sup>4</sup> Combined to avoid disclosures of individual operations.

<sup>5</sup> In addition to this amount, \$2,363,000 of sales were reported sold through these agents with no further distribution of sales reported.

<sup>6</sup> Includes the value of interplant transfers. Combined to avoid disclosures of individual operations.

<sup>7</sup> The sales to the two types of wholesalers were combined because many cheese factories selling to cooperative cheese federations reported their sales made to wholesalers, and others, selling in the same way, reported their sales made to branch wholesale establishments.

<sup>8</sup> The amounts reported as sales through manufacturers' agents, selling agents, brokers, and commission houses are withheld to avoid disclosure of individual operations.

<sup>9</sup> Consists largely of sales of milk and other dairy products purchased and marketed by plants in this industry.

<sup>10</sup> Sales to home consumers combined with sales to industrial consumers.

<sup>11</sup> Sales to retailers are combined with sales to wholesalers. See p. 4, section 7.

<sup>12</sup> Includes sales to converters amounting to \$298,711,000, or 26.3 per cent, reported by 326 plants, 163 of which sold exclusively this way.

<sup>13</sup> In addition to this amount, 179 plants reported sales of \$277,225,000 made through these agents with further distribution unknown.

<sup>14</sup> Includes sales to converters amounting to \$51,136,000, or 31.0 per cent, reported by 100 plants, 63 of which sold exclusively this way.

<sup>15</sup> In addition to this amount, 30 plants reported sales of \$21,980,000 made through these agents with further distribution unknown.

<sup>16</sup> This classification covers print cloth, muslins, reps, broadcloth, pajama checks, dimities, voiles, crêpes, twills, sateens, gingham, etc.

<sup>17</sup> Includes sales to converters amounting to \$38,273,000, or 31.6 per cent, reported by 34 plants, 31 of which sold exclusively this way.

<sup>18</sup> In addition to this amount, 22 plants reported sales of \$27,353,000 made through these agents with further distribution unknown.

<sup>19</sup> Includes sales to converters amounting to \$20,042,000, or 20.0 per cent, reported by 29 plants, 11 of which sold exclusively this way.

<sup>20</sup> In addition to this amount, 22 plants reported sales of \$31,123,000 made through these agents with further distribution unknown.

<sup>21</sup> Represents sales to converters including some sales through manufacturing agents, selling agents, etc., not classified by type of customer.

<sup>22</sup> Includes sales to converters. Can not be shown separately because of disclosure of individual operations.

<sup>23</sup> In addition to this amount, 7 plants reported sales of \$10,806,000 made through these agents with further distribution unknown.

<sup>24</sup> In addition to this amount, 4 plants reported sales of \$2,118,000 made through these agents with further distribution unknown.

<sup>25</sup> Includes sales to wholesale branches, combined to avoid disclosure of individual operations and sales to converters amounting to \$219,000, or 2.3 per cent, reported by 3 plants.

<sup>26</sup> Includes sales to converters amounting to \$2,306,000, or 3.6 per cent, reported by 19 plants, 9 of which sold their entire output this way.

<sup>27</sup> Includes sales to converters amounting to \$1,568,000, or 5.3 per cent, reported by 8 plants, 7 of which sold their entire output this way.

<sup>28</sup> In addition to this amount, 23 plants reported sales of \$30,100,000 made through these agents with further distribution unknown.

<sup>29</sup> Consists largely of sales of uniform caps.

<sup>30</sup> In addition to this amount, 40 plants reported sales of \$19,248,000 made through these agents with further distribution unknown.

<sup>31</sup> In addition to this amount, 25 plants reported sales of \$17,564,000 made through these agents with further distribution unknown.

<sup>32</sup> In addition to this amount, 9 plants reported sales of \$1,444,000 made through these agents with further distribution unknown.

<sup>33</sup> May include some sales to cutters-up who were regarded as wholesalers by some of the manufacturers reporting.

<sup>34</sup> In addition to this amount, 45 plants reported sales of \$29,528,000 through these agents with further distribution unknown.

<sup>35</sup> In addition to this amount, 29 plants reported sales of \$21,396,000 through these agents with further distribution unknown.

<sup>36</sup> In addition to this amount, 12 plants reported sales of \$3,443,000 through these agents with further distribution unknown.

<sup>37</sup> In addition to this amount, 3 plants reported sales of \$3,559,000 through these agents with further distribution unknown.

<sup>38</sup> Sales to retail branches are combined with sales to wholesale branches. See p. 4, section 7.

<sup>39</sup> Includes \$8,800,000, or 78.4 per cent, of sales to manufacturers and \$214,000, or 1.9 per cent, to other large consumers, such as institutions, railroads, hospitals, etc.

<sup>40</sup> In addition to this amount, 44 plants reported sales of \$36,308,000 made through these agents with further distribution unknown.

<sup>41</sup> In addition to this amount, 11 plants reported sales of \$6,660,000 made through these agents with further distribution unknown.

SALES OF MANUFACTURING PLANTS: 1929

UNITED STATES BY INDUSTRY, BY MAJOR CLASSES OF CUSTOMERS—Continued

of individual operations, but the figures are included under the proper totals] thousands of dollars]

Sales to merchandise distributing organizations—Continued										Sales to consumers					
Retail organizations					Wholesale and retail organizations					Total—E plus F		E—Industrial and other large consumers		F—Household consumers	
Total—C plus D		C—Retailers		D—Manufacturers' own retail branches		B plus D—Controlled selling organizations		A plus C—Uncontrolled selling organizations							
Value	Per cent of total sales	Value	Per cent of total sales	Value	Per cent of total sales	Value	Per cent of total sales	Value	Per cent of total sales	Value	Per cent of total sales	Value	Per cent of total sales	Value	Per cent of total sales
\$342	32.4	\$342	32.4			(x)	(x)	\$389	36.9	\$666	63.1	\$666	63.1		
82,251	32.0	77,738	30.2	\$4,513	1.8	\$7,152	2.8	166,849	64.8	83,640	32.4	46,457	18.0	\$37,183	14.4
1,472	6.2	1,472	6.2			1,047	4.4	2,979	12.5	19,837	83.1	19,691	82.5	146	.6
563	39.7	563	39.7					775	54.6	645	45.4	175	12.3	470	33.1
3,420	23.6	3,420	23.6				183	1.3	6,621	45.7	7,684	53.0			
10,410	55.5	10,410	55.5			1,965	10.5	16,774	89.5	37,089	42.2				
12,905	14.7	11,602	13.2	1,303	1.5	3,663	4.2	37,089	42.2	47,101	53.6	47,101	53.6		
72	5.7	72	5.7					470	37.3	790	62.7	790	62.7		
929	10.5	929	10.5			(x)	(x)	(x)	(x)	4,446	50.5	4,446	50.5		
512	4.5	512	4.5			(x)	(x)	10,601	92.8	825	7.2	825	7.2		
62,997	51.8	60,918	50.1	2,079	1.7	(x)	(x)	(x)	(x)	6,273	5.2	3,866	3.2	2,407	2.0
		(1)						1,550	5.5	26,607	94.5	26,607	94.5		
1,968	16.7	(x)	(x)	(x)	(x)	(x)	(x)	(x)	(x)	5,741	48.5	5,631	47.6	110	.9
5,637	40.1	4,521	32.2	1,116	7.9	1,116	7.9	10,154	72.3	2,772	19.8	575	4.1	2,197	15.7
1,274	11.9	(x)	(x)	(x)	(x)	(x)	(x)	(x)	(x)	9,368	87.2			9,368	87.2
31,977	75.6	23,095	54.6	8,882	21.0	11,232	26.6	27,490	65.0	3,533	8.4	(x)	(x)	(x)	(x)
4,378	10.9	4,378	10.9			(x)	(x)	(x)	(x)	9,213	22.8	8,881	22.0	332	.8
(x)	(x)	(x)	(x)			(x)	(x)	(x)	(x)	24,740	84.5	24,740	84.5		
25,341	74.1	25,341	74.1			(x)	(x)	(x)	(x)	800	2.3	800	2.3		
(x)	(x)	14,003	14.5	(x)	(x)	19,952	20.6	65,969	68.3	10,773	11.1	9,581	9.9	1,192	1.2
932	16.8	932	16.8			11,527	11.1	5,550	100.0	15,973	15.4	15,973	15.4		
20,034	19.4	20,034	19.4					76,006	73.5						
(x)	(x)	(x)	(x)			(x)	(x)	(x)	(x)	9,021	52.4	9,021	52.4		
12,483	21.0	12,483	21.0			7,865	32.2	7,601	31.1	8,980	36.7	8,980	36.7		
28,844	39.0	28,844	39.0			15,917	26.8	39,208	66.0	4,277	7.2	3,651	6.1	626	1.1
22,449	31.4	22,449	31.4					57,224	77.3	16,838	22.7	16,084	21.7	754	1.0
(x)	(x)	(x)	(x)					44,424	62.2	25,897	36.3	20,063	28.1	5,834	8.2
1,659	.9	1,659	.9			(x)	(x)	(x)	(x)	4,761	93.4	4,761	93.4		
(x)	(x)	37,086	38.5	(x)	(x)	26,336	14.7	150,378	83.8	2,619	1.5	2,586	1.5	33	(60)
10,810	63.4	10,810	63.4			2,669	2.8	85,156	88.4	8,468	8.8	7,448	7.7	1,020	1.1
86	38.4	86	38.4							2,392	14.0	2,287	13.4	105	.6
11,846	34.8	11,846	34.8			6,327	18.6	16,242	47.7	11,469	33.7	7,092	15.0	6,377	18.7
17,067	8.9	17,176	8.7	491	.2	22,999	11.6	108,983	58.1	65,757	33.3	65,756	33.3	1	(60)

<sup>43</sup> In addition to this amount, 2 plants reported sales made through these agents with further distribution unknown. The amount of their sales can not be shown without disclosing individual operations.

<sup>44</sup> Includes sales to morticians.

<sup>45</sup> Includes the value of interplant transfers and the balance represents sales of secondary products such as auto-dump bodies, lumber, etc.

<sup>46</sup> See special report on this industry, p. 57.

<sup>47</sup> Includes sales to producers' agents or factors.

<sup>48</sup> This amount may include some sales to merchants who purchased for their own use and not for resale.

<sup>49</sup> Represents sales to consumers, such as business houses, printers, governments, and to a small number of retail dealers.

<sup>50</sup> Similar papers, such as hanging, catalogue, poster, novel, news-tablet, lining papers, etc.

<sup>51</sup> Represents \$5,506,000, or 22.3 per cent, of sales to manufacturers and \$366,000, or 1.5 per cent, of sales to railroads, public utilities, institutions, schools, etc.

<sup>52</sup> Includes sales to beauty parlors and barber shops.

<sup>53</sup> Represents \$10,263,000, or 27.1 per cent, of sales to manufacturers, packers, and canners; \$916,000, or 2.4 per cent, of sales to railroads and public utility companies; and \$1,340,000, or 3.5 per cent, of sales to hotels, restaurants, institutions, etc.

<sup>54</sup> Represents \$16,063,000, or 22.2 per cent, of sales to manufacturers and \$3,228,000, or 4.5 per cent, of sales to other industrial and large consumers.

<sup>55</sup> Represents sales to manufacturers' own silos and warehouses.

<sup>56</sup> This classification includes garbage boxes, garden furniture, incinerators, laundry trays, septic tanks, and sanitary fittings.

<sup>57</sup> This classification includes cistern and manhole blocks, silo blocks, staves, and slabs.

<sup>58</sup> Represents \$20,207,000, or 62.9 per cent, of sales to manufacturers and \$1,300,000, or 4.0 per cent, of sales to railroads, public utility companies, contractors, institutions, and governments.

<sup>59</sup> Represents \$9,745,000, or 29.6 per cent, of sales to manufacturers and \$6,661,000, or 20.2 per cent, of sales to other consumers, such as contractors, institutions, churches, etc.

<sup>60</sup> About one-third of this amount represents sales to affiliated lime manufacturers who act as wholesalers of lime.

<sup>61</sup> Less than one-tenth per cent.

<sup>62</sup> Represents \$116,172,000, or 74.6 per cent, of sales to manufacturers and \$27,723,000, or 17.8 per cent, of sales to railroads, public utility companies, and contractors.

<sup>63</sup> Includes sales to contractors.

<sup>64</sup> Represents \$35,485,000, or 17.3 per cent, of sales to manufacturers; \$35,967,000, or 17.4 per cent, of sales to contractors and public utilities; and \$48,174,000, or 23.3 per cent, of sales to hotels, municipalities, home and building owners.

<sup>65</sup> Sales reported through manufacturers' agents, selling agents, brokers, and commission houses combined with sales to wholesalers to avoid disclosure of individual operations.

<sup>66</sup> This classification includes motor vehicle, radio, and other storage batteries, and parts and supplies for storage batteries.

<sup>67</sup> This classification includes switchboards and panel boards for light and power, outdoor switch boxes, theater switchboards, oil and air circuit breakers, indoor and outdoor disconnecting switches, and bus supports.

<sup>68</sup> This classification includes toasters, grills, waffle irons, percolators, flatirons, heating pads, curling irons, ironing machines; disk stoves, hot plates, and ranges (under 2½ kilowatts); air, water, and immersion heaters; and electric fireless cookers.

<sup>69</sup> This classification includes spark plugs, magneto-generators, coils, and distributors (timers).

<sup>70</sup> This classification includes single and multiple unit 6-inch batteries, radio "B" and "C" battery units, batteries for flashlight use, all other dry batteries, parts and supplies for dry batteries, and flashlight cases.

<sup>71</sup> This classification includes automatic train controls and other railway signals and attachments; street traffic signals; fire-alarm apparatus; bells, buzzers, annunciators, burglar alarms, etc.; and clock mechanisms with electrical attachments.

<sup>72</sup> This classification includes inclosed renewable and nonrenewable fuses, renewable and nonrenewable plug fuses, and open-fuse material.

<sup>73</sup> Consists of sales of carbide lighting systems and machines for producing gas for heating and cooking.

<sup>74</sup> This classification includes air pumps, centrifugal (all types) rotary, turbines, reciprocating type steam pumps, and other power pumps except gasoline filling-station pumps and pumps for domestic water systems.

<sup>75</sup> These consumers are manufacturers of laundry machines, buying parts; contractors, institutions, etc.

<sup>76</sup> Includes sales to dentists.

<sup>77</sup> Consists largely of sale of leaf tobacco.

<sup>78</sup> Includes sales to large consumers such as schools, churches, railroads, U. S. Government, etc., amounting to \$2,973,000, or 8.8 per cent, and sales to manufacturers (automobile, other shade manufacturers, etc.) amounting to \$2,119,000, or 6.2 per cent.

<sup>79</sup> All other industries: "Crucibles"; "Flax and hemp, dressed"; "Graphite, ground and refined"; "Hats, wool-felt"; "Hones, whetstones, and similar products"; "Horse blankets, fly nets, and related products"; "Mats and matting, grass and coir"; "Minerals and earths, ground or otherwise treated"; "Oilcloth"; "Photographic apparatus and materials"; "Tin and other foils, not including gold foil"; "Type founding"; "Wool pulling"; and "Wool scouring." The figures for these industries are combined in order to avoid disclosing distribution of sale data for individual establishments.