APPENDIXES

Page

APPENDIX A--Table 1--Summary for the United States
Number of establishments, sales, expenses, personnel, pay roll, and stocks, by types of operation. Following the data by types of operation, service and limited-function wholesalers and manufacturers' sales branches (with stocks) are analyzed by kinds of business---------- 94

APPENDIX B--Form 31--Wholesale schedule: 1939, inquiries 5 and 6---------- 99

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS

UNITED STATES SUMMARY

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
UNITED STATES TOTALS, 1939	200,573	$55,265,640	$5,518,456	10.0	133,698	[1]1,561,948	[1]$2,624,203	[1]$2,563,152	$61,051	$3,872,385
1935	176,756	42,802,913	4,163,480	9.7	97,225	[2]1,260,553	[2]2,022,262	[2]1,976,337	[2]45,925	[3]3,106,809
1929	168,820	66,983,024	6,025,537	9.0	90,772	1,510,494	2,962,774	---	---	5,051,975
TYPES OF OPERATION										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	101,627	23,641,924	3,023,627	12.8	72,150	[1]933,239	[1]1,529,598	[1]1,503,361	26,237	2,653,420
Wholesale merchants	91,323	18,688,897	2,540,959	13.6	68,351	805,772	[1]1,287,615	[1]1,264,331	23,284	1,995,501
Voluntary group wholesalers	703	753,528	85,586	11.4	170	30,177	47,808	47,397	411	116,146
Converters (textile)	631	425,167	41,152	9.7	287	9,190	21,069	20,883	186	65,898
Export merchants	586	778,001	59,537	7.7	360	9,414	18,848	18,169	679	93,289
Importers	2,158	1,379,575	114,418	8.3	1,302	22,006	53,411	53,021	390	194,173
Industrial distributors	1,471	728,650	121,857	16.7	183	[1]40,489	71,011	70,238	773	155,163
Cash-and-carry wholesalers	1,198	108,902	5,994	5.5	775	2,360	2,835	2,768	67	7,412
Drop shippers or desk jobbers	937	474,891	30,360	6.4	386	5,148	14,490	14,310	180	703
Wagon distributors	2,598	80,259	9,613	12.2	2,336	3,285	3,958	3,762	196	1,985
Retailer-cooperative warehouses	222	222,996	14,101	6.3	---	5,398	8,553	8,482	71	25,150
MANUFACTURERS' SALES BRANCHES (With stocks)	12,977	8,846,940	1,191,188	13.5	260	265,602	534,679	529,013	5,666	681,526
MANUFACTURERS' SALES OFFICES (Without stocks)	5,113	4,679,262	324,175	6.9	125	48,739	134,247	133,335	912	---
PETROLEUM BULK STATIONS AND TERMINALS **	30,825	3,507,908	420,646	11.0	23,061	[1]98,816	156,366	152,399	3,967	235,596
Independent bulk stations	6,357	627,674	76,126	12.1	5,295	21,808	30,900	30,249	651	27,877
Commission stations	17,530	1,060,479	106,084	10.0	17,486	21,579	24,190	23,427	763	71,725
Salary stations	6,053	1,739,676	205,199	11.8	271	[1]47,828	87,983	85,859	2,124	106,287
Cooperative bulk stations	665	37,962	5,057	13.3	---	2,146	2,946	2,888	58	2,525
Distributing terminals	220	322,117	26,180	8.1	9	5,455	10,347	9,976	371	27,182
AGENTS AND BROKERS	20,903	11,201,035	307,752	2.7	18,609	78,511	154,731	149,994	4,737	72,125
Auction companies	649	434,283	14,062	3.2	790	10,205	7,828	6,199	1,629	2,058
Brokers (merchandise)	4,710	3,390,895	51,327	1.5	4,240	10,724	23,828	23,454	374	11,855
Commission merchants	2,758	2,748,072	69,163	2.5	2,679	16,982	34,018	33,095	923	22,748
Export agents	654	571,449	16,591	2.9	457	5,034	8,308	8,278	30	3,836
Import agents	394	343,105	6,698	2.0	289	1,265	3,488	3,361	127	5,741
Manufacturers' agents (with stocks)	1,907	252,056	29,372	11.7	1,379	8,332	16,957	16,546	391	11,894
Manufacturers' agents (without stocks)	7,871	1,144,961	46,138	4.0	7,421	11,170	20,192	19,263	929	---
Selling agents	1,487	1,741,777	64,132	3.7	959	11,456	33,740	33,492	248	12,810
Other agents	473	574,637	10,269	1.8	415	3,343	6,392	6,306	86	1,083
ASSEMBLERS (Mainly farm products)	29,122	3,088,571	251,068	8.1	19,493	137,041	114,582	95,050	19,532	229,718
Assemblers of farm products	9,866	792,159	50,432	6.4	10,171	27,614	20,079	17,304	2,775	110,519
Commission buyers	1,523	121,704	3,941	3.2	1,532	1,672	1,453	1,241	212	1,844
Cooperative marketing associations	2,583	611,029	70,048	11.5	---	39,676	34,747	29,075	5,672	32,729
Cooperative sales agencies	191	578,939	17,572	3.0	---	4,709	7,996	7,837	159	16,599
Cream stations	3,870	46,564	3,901	8.0	3,053	2,448	1,702	1,544	158	307
Country grain elevators:										
Independent	3,160	271,154	15,975	5.9	2,545	7,572	7,086	6,524	542	20,101
Line	4,081	226,917	15,877	7.0	474	8,545	7,711	7,078	633	23,105
Cooperative	1,843	196,430	10,828	5.5	---	5,018	5,369	5,022	347	14,739
Packers and shippers	2,005	241,675	62,494	25.9	1,718	39,587	28,459	19,425	9,034	9,775
SERVICE AND LIMITED-FUNCTION WHOLESALERS										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	101,627	23,641,924	3,023,627	12.8	72,150	[1]933,239	[1]1,529,598	[1]1,503,361	26,237	2,653,420
Amusement and sporting goods	1,342	151,684	32,000	21.1	864	9,436	16,449	16,167	282	22,720
Bicycles and supplies	45	5,219	950	18.2	19	350	515	501	14	977
Cameras and photographic supplies	113	16,019	3,672	22.9	65	1,035	1,802	1,786	16	2,942
Motion picture equipment and supplies (except films)	66	10,197	1,596	15.7	15	439	797	755	42	1,242
Motion picture film exchanges	214	27,205	6,843	25.2	64	1,679	4,127	4,097	30	2,873
Sporting goods	231	36,996	6,855	18.5	118	2,089	3,331	3,296	35	6,610
Toys, novelties, and fireworks	534	44,524	9,475	21.3	468	3,011	4,488	4,391	97	6,070
All other	139	11,522	2,609	22.6	115	833	1,389	1,341	48	2,006
Automotive	7,964	1,995,286	218,578	11.0	5,236	72,004	115,136	114,121	1,015	154,058
Automobiles (new and used)	572	1,324,214	66,762	5.0	218	17,391	32,164	31,992	172	31,853
Trucks and tractors	579	70,024	11,822	16.9	415	4,005	6,577	6,457	120	8,990
Automotive accessories and equipment	2,860	259,846	60,198	23.2	1,851	22,281	33,158	32,925	231	50,927
Automotive parts	3,318	256,748	67,161	26.2	2,245	24,808	37,374	36,939	435	51,844
Tires and tubes	635	84,454	12,615	14.9	507	3,539	5,865	5,808	57	10,644
Beer, wines, and liquors	6,232	1,249,164	161,598	12.9	4,507	45,175	73,677	72,259	1,418	121,471
Beer and ale	4,812	502,111	77,363	15.4	3,854	23,365	31,958	31,103	835	19,869
Wines and liquors	1,420	747,053	84,235	11.3	653	21,810	41,739	41,156	583	101,602
Chemicals and paints	1,680	281,002	49,801	17.7	785	11,891	24,067	23,682	385	37,619
Dyestuffs	69	28,486	4,947	17.4	29	780	2,570	2,566	4	2,770
Explosives	49	2,824	400	14.2	25	119	173	167	6	288
Industrial chemicals	287	112,137	15,204	13.6	87	2,796	6,947	6,847	100	10,304
Naval stores	29	19,177	2,287	11.9	10	378	643	633	10	1,459
Paints and varnishes	823	51,608	11,706	22.7	328	3,452	5,968	5,849	119	8,166
Paints with glass and/or wallpaper	311	28,675	7,907	27.6	156	2,591	4,012	3,918	94	6,229
All other	312	38,095	7,350	19.3	170	1,795	3,754	3,702	52	8,403
Clothing and furnishings	4,178	700,501	101,023	14.4	3,444	26,125	49,471	48,982	489	87,030
Clothing and furnishings (general line)	446	64,127	9,524	14.9	428	3,173	4,912	4,842	70	11,841
Men's and boys'	1,180	152,944	21,682	14.2	1,048	5,791	10,550	10,432	118	23,487
Women's and children's	1,110	225,046	35,078	15.6	819	8,513	17,200	17,019	181	19,025
Furs, dressed, and fur clothing	501	63,925	7,672	12.0	455	1,373	3,422	3,385	37	7,364
Millinery and millinery supplies	472	76,204	11,978	15.7	345	3,458	5,905	5,875	30	8,401
Shoes and other footwear	463	118,255	15,089	12.8	349	5,817	7,482	7,429	53	17,132
Coal and coke	919	512,835	41,708	8.1	293	9,485	19,667	19,160	507	31,641

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL Full-time (add 000)	PAY ROLL Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
	SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.									
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Drugs (general line)	297	$363,621	$47,410	13.0	39	16,710	$27,504	$27,424	$80	$56,734
Service wholesalers (without liquor)	226	257,456	34,205	13.3	26	12,020	19,743	19,686	57	39,889
Service wholesalers (with liquor)	45	72,329	9,971	13.8	8	3,261	5,666	5,645	21	12,251
Cooperatives and voluntary groups	26	33,836	3,234	9.6	5	1,429	2,095	2,093	2	4,594
Drugs and drug sundries (specialty lines)	1,321	157,190	41,614	26.5	774	10,965	17,525	17,304	221	20,216
Proprietary medicines	422	46,302	9,747	21.1	251	2,863	4,665	4,627	38	6,209
Toiletries	387	49,245	18,579	37.7	172	5,244	8,411	8,330	81	5,479
Drug specialties and sundries	512	61,643	13,288	21.6	371	2,858	4,449	4,347	102	8,528
Dry goods (general line)	222	206,983	31,213	15.1	124	11,035	18,051	17,972	79	39,928
Dry goods (specialty lines)	3,875	981,468	115,502	11.8	2,831	29,865	59,032	58,534	498	148,795
Hosiery and lingerie	422	86,204	9,465	11.0	363	2,483	4,624	4,586	38	10,049
Notions	973	113,874	21,913	19.2	731	7,209	12,330	12,195	135	19,331
Piece goods:										
General line	54	18,493	2,652	14.3	47	712	1,388	1,387	1	3,353
Cotton	519	237,847	24,149	10.2	350	5,797	12,060	12,023	37	40,432
Silk, linen, rayon, and velvet	801	301,044	28,309	9.4	487	6,368	14,440	14,353	87	39,909
Woolen and worsted	386	97,261	10,874	11.2	285	2,300	4,692	4,681	11	13,845
Other	407	89,398	12,091	13.5	279	3,141	6,369	6,211	158	15,175
Other dry goods specialties	333	37,547	6,049	16.1	289	1,855	3,129	3,098	31	6,701
Electrical goods	3,072	788,024	130,660	16.6	1,555	37,821	71,599	71,086	513	83,465
Electrical merchandise (general line)	455	300,377	40,271	13.4	49	11,706	23,635	23,575	60	26,988
Apparatus and equipment	207	24,214	5,490	22.7	124	1,883	3,097	3,075	22	3,039
Wiring supplies and construction materials	955	126,738	22,143	17.5	565	7,140	12,053	11,917	136	17,048
Radios and equipment	668	112,435	21,313	19.0	438	6,081	10,853	10,792	61	13,575
Refrigerators and equipment (household)	159	118,018	20,116	17.0	53	4,813	10,653	10,563	90	9,742
All other	628	106,242	21,327	20.1	326	6,398	11,308	11,164	144	13,093
Farm products--raw materials	2,086	1,628,706	112,108	6.9	1,569	24,507	37,871	36,031	1,840	284,679
Cotton	229	408,574	33,919	8.3	206	2,808	6,607	6,487	120	74,790
Grains	397	522,447	25,475	4.9	210	5,224	8,885	8,435	450	94,216
Hides, skins, and raw furs	686	193,668	14,740	7.6	530	3,579	6,564	6,301	263	24,569
Horses and mules	28	7,078	336	4.7	35	123	101	82	19	225
Livestock	107	8,490	1,076	12.7	103	376	347	320	27	280
Silk (raw)	15	81,006	2,114	2.6	8	188	744	742	2	10,752
Tobacco (leaf)	191	86,489	13,084	15.1	124	8,088	6,855	6,173	682	32,258
Wool and mohair	166	194,242	12,492	6.4	153	1,373	4,291	4,203	88	29,734
All other	267	126,692	8,872	7.0	200	2,748	3,477	3,288	189	17,855
Farm products--consumer goods	10,945	2,110,766	274,726	13.0	10,298	89,944	132,283	128,541	3,742	47,468
Dairy products	2,164	485,198	111,486	23.0	1,325	33,526	55,504	54,882	622	9,936
Dairy and poultry products	760	241,480	20,918	8.7	633	6,956	10,827	10,554	273	9,657
Poultry and poultry products	1,635	241,256	22,216	9.2	1,657	8,683	10,058	9,338	720	6,150
Fruits and vegetables (fresh)	5,449	990,528	108,828	11.0	5,762	35,591	50,766	48,932	1,834	20,172
Fresh fruits only	905	146,965	10,701	7.3	892	4,150	4,825	4,559	266	1,261
All other	32	5,359	577	10.8	27	258	303	276	27	290
Farm supplies	1,477	333,844	45,248	13.6	1,075	14,405	19,784	19,167	617	44,587
Feed	782	130,199	14,090	10.8	642	5,075	6,541	6,393	148	8,593
Fertilizer	99	37,827	5,580	14.8	61	613	1,126	1,081	45	7,694
Seeds	415	101,419	19,517	19.0	261	6,583	9,096	8,805	291	23,319
All other	181	64,399	6,261	9.7	111	2,134	3,021	2,888	133	4,981
Furniture and house furnishings	2,214	375,464	64,405	17.2	1,448	17,990	33,372	32,974	398	70,838
China, glassware, and crockery	339	36,777	9,266	25.2	208	2,592	4,773	4,754	59	7,004
Floor coverings	487	149,584	20,628	13.8	249	5,216	10,696	10,601	95	32,828
Furniture (general line)	49	10,476	2,197	21.0	26	754	1,157	1,147	10	1,615
Furniture (household)	333	47,660	9,989	21.0	175	2,685	4,910	4,840	70	7,602
Furniture (office)	51	3,052	526	17.2	38	156	255	248	7	290
House furnishings (except as specified)	827	106,017	16,715	15.8	680	4,910	8,707	8,543	164	18,142
Musical instruments and sheet music	128	19,898	5,084	25.6	74	1,677	2,874	2,861	13	3,357
Groceries (general line)	3,942	2,185,736	206,862	9.5	1,558	75,975	112,922	111,616	1,306	300,018
Not sponsoring cooperative or voluntary groups	2,786	1,510,184	125,924	9.6	1,408	47,391	66,916	66,037	879	177,728
Voluntary group wholesalers	658	658,253	69,582	10.6	149	24,385	39,501	39,146	355	101,395
Retailer-cooperative warehouses	136	154,651	8,118	5.2	---	3,015	4,808	4,749	59	15,838
Cash-and-carry depots	382	62,568	3,238	5.2	3	1,184	1,697	1,684	13	5,057
Groceries and foods (specialty lines)	12,045	1,892,033	266,482	14.1	10,450	81,954	124,381	121,856	2,525	149,628
Breakfast cereals	34	22,078	9,863	43.8	8	837	1,372	1,280	92	2,185
Canned foods	450	111,557	11,941	10.7	295	3,390	5,868	5,814	54	14,680
Coffee, tea, and spices	703	173,980	30,070	17.3	464	7,663	13,605	13,497	108	21,977
Coffee roasting and spice grinding	306	136,988	28,616	20.9	162	7,976	12,909	12,797	112	16,761
Confectionery	2,089	132,682	17,494	13.2	2,004	6,724	8,051	7,908	143	9,440
Fish and sea foods	1,182	131,248	26,089	19.9	981	8,549	12,256	11,520	716	6,601
Flour	323	45,830	5,235	11.4	223	1,442	2,340	2,302	38	2,657
Fruits and vegetables (frosted)	32	8,447	832	9.8	24	238	402	394	8	309
Meats and provisions	2,552	519,593	57,590	11.1	2,505	18,032	29,196	28,824	372	10,838
Other food and grocery specialties	4,394	609,850	78,952	13.0	3,786	27,105	38,602	37,720	882	64,180
Hardware	1,343	592,000	108,924	18.4	607	[1]39,425	64,556	64,127	429	146,595
General line (with industrial department)	409	396,746	72,037	18.2	76	[2]26,299	43,553	43,265	288	98,909
General line (without industrial department)	363	142,794	25,310	17.7	143	9,404	14,749	14,675	74	35,898
Specialty lines	571	52,460	11,577	22.1	388	3,720	6,254	6,187	67	11,788

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

UNITED STATES SUMMARY

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
	SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.									
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Jewelry	1,805	$234,054	$41,147	17.6	1,564	9,728	[1]$19,741	[1]$19,601	$140	$56,172
Jewelry (general line)	195	62,312	10,668	17.1	139	2,649	5,514	5,498	16	14,759
Clocks and watches	178	44,653	8,418	18.9	131	1,366	[1]3,398	[1]3,381	17	5,122
Diamonds and other precious stones	427	46,873	4,810	10.3	429	729	1,959	1,935	24	19,375
All other	1,005	80,216	17,251	21.5	865	4,982	8,870	8,767	83	16,916
Lumber and construction materials	3,303	804,392	122,630	15.2	1,498	35,961	63,029	61,153	1,876	80,308
Builders' supplies (general line)	189	67,773	10,722	15.8	74	4,061	5,822	5,661	161	8,426
Lumber	1,236	378,222	41,974	11.1	648	10,770	20,160	19,435	725	29,345
Lumber and millwork	154	50,376	7,401	14.7	81	2,384	4,147	4,051	96	6,187
Millwork	280	59,012	12,929	21.9	99	4,186	7,763	7,628	135	11,097
Brick, tile, and terra cotta	145	18,700	2,948	15.8	73	714	1,422	1,398	24	1,231
Cement, lime, and plaster	102	22,532	3,511	15.6	27	900	1,693	1,634	59	750
Glass	282	32,143	9,421	29.3	171	3,451	5,907	5,769	138	6,264
All other	915	175,634	33,724	19.2	345	9,495	16,115	15,577	538	17,008
Machinery--equipment--supplies	9,743	1,281,692	257,594	20.1	5,501	78,309	140,672	138,227	2,445	208,684
Commercial equipment and supplies:										
Office machines and equipment	216	22,291	5,215	23.4	157	2,192	2,938	2,875	63	3,184
Restaurant and hotel supply houses	438	48,298	11,406	23.6	322	3,936	6,218	6,141	77	8,192
Garage and filling station equipment	169	9,877	2,537	25.7	127	854	1,339	1,314	25	1,327
Soda fountain equipment and supplies	29	1,846	431	23.3	24	125	183	176	7	201
Store machines	49	2,961	484	16.3	42	170	232	228	4	231
Store fixtures and equipment	401	20,790	5,528	26.6	230	1,847	3,158	3,092	66	2,533
All other	341	30,759	6,516	21.2	221	2,145	3,602	3,546	56	3,056
Farm and dairy:										
Dairy equipment	109	19,705	3,606	18.3	81	997	1,864	1,848	16	2,072
Farm implements	21	2,965	649	21.9	14	237	385	375	10	625
Farm machinery and equipment	189	36,725	5,527	15.0	88	1,542	2,615	2,558	57	4,793
Industrial machinery, equipment, and supplies:										
Industrial (general line)	116	70,267	13,230	18.8	27	4,094	7,776	7,688	88	13,814
Belting, hose, and packing	211	18,837	4,576	24.3	95	1,273	2,568	2,518	50	2,218
Construction (except road building)	153	23,943	5,422	22.6	49	1,602	3,266	3,194	72	4,655
Road building	251	72,613	14,003	19.3	95	3,420	7,259	7,151	108	11,247
Machine tools	128	27,699	4,428	16.0	76	1,082	2,473	2,456	17	3,140
Mine and mill supplies	415	99,851	19,110	19.1	167	5,871	10,883	10,787	96	18,173
Oil well supply houses	896	179,770	18,827	10.5	218	5,137	9,343	8,834	509	31,318
Power plant and power transmission	89	11,632	2,110	18.1	40	631	1,291	1,262	29	1,359
Printing and lithographing (except paper)	157	12,797	3,734	29.2	106	1,295	2,277	2,261	16	1,968
Rope, cordage, and twine	57	13,441	1,916	14.3	21	501	1,023	1,015	8	1,408
Textile	84	10,359	2,308	22.3	49	667	1,233	1,228	5	1,705
Used machinery and equipment	290	16,125	4,335	26.9	250	1,423	2,191	2,096	95	3,606
All other	1,575	180,158	36,330	20.2	942	10,689	19,970	19,547	423	26,013
Professional equipment and supplies:										
Dental supply houses	330	33,788	9,674	28.6	155	3,400	5,567	5,552	15	8,084
Religious supply houses	94	8,325	2,279	27.4	73	720	1,220	1,191	29	2,281
School equipment and supplies	138	22,271	5,515	24.8	72	1,927	2,833	2,752	81	3,630
Surgical, medical, and hospital	393	51,512	13,824	26.4	183	4,233	8,337	8,295	42	9,199
All other	117	14,642	3,503	23.9	58	1,175	2,071	2,047	24	3,030
Service equipment and supplies:										
Barber and beauty supply houses	859	44,593	14,492	32.5	677	5,112	7,346	7,283	63	9,060
Laundry and dry cleaning	206	35,091	7,257	20.7	82	1,831	3,791	3,764	27	3,691
Tailors' supplies	64	2,809	565	20.1	67	203	280	271	9	598
Undertakers' supplies	107	4,545	1,277	28.1	66	417	616	598	18	741
Upholsterers' supplies	210	29,717	6,972	23.5	114	1,912	3,553	3,534	19	6,611
All other	607	35,608	8,583	24.1	444	3,111	4,908	4,815	93	5,909
Transportation equipment and supplies:										
Aircraft and aeronautical	13	18,039	1,114	6.2	1	305	580	579	1	1,439
Railroad	68	25,055	6,004	24.0	19	854	2,962	2,891	71	5,314
Marine	149	21,020	4,284	20.4	62	1,295	2,407	2,357	50	4,298
Other	14	968	223	23.0	7	84	114	108	6	203
Metals and metal work (except scrap)	1,017	515,975	61,660	12.0	479	16,390	32,620	32,086	534	63,741
Building metal work	135	13,289	2,709	20.4	95	1,003	1,482	1,390	92	1,779
Iron and steel products (general line)	96	139,442	17,515	12.6	30	4,547	9,588	9,508	80	16,385
Iron and steel products (semi-finished)	63	15,337	2,727	17.8	20	653	1,463	1,447	16	2,405
Iron and steel products (flat)	204	73,392	14,574	19.9	69	3,803	7,455	7,276	179	15,016
Wire and wire products	65	7,147	1,545	21.6	38	431	777	762	15	1,202
Iron and steel finished products (N.E.C.)	290	55,833	11,641	20.8	157	3,427	6,372	6,270	102	9,757
Copper	38	49,545	2,050	4.1	19	455	1,093	1,093	---	3,813
All other	126	161,990	8,899	5.5	51	2,071	4,390	4,340	50	13,584
Paper and its products	2,898	574,973	99,217	17.3	1,693	30,913	56,490	55,889	601	74,586
Wrapping or coarse paper and products	1,675	297,438	51,255	17.2	1,126	16,437	29,129	28,782	347	42,108
Printing and writing papers	427	210,261	29,880	14.2	121	8,163	17,765	17,712	53	22,137
Stationery and stationery supplies	515	46,551	11,149	24.0	330	4,189	6,376	6,261	115	5,932
Wallpaper	281	20,723	6,933	33.5	116	2,124	3,220	3,134	86	4,389
Petroleum and its products	1,275	196,734	25,207	12.8	817	6,530	11,525	11,308	217	10,408
Plumbing and heating equipment and supplies	2,225	379,975	69,952	18.4	1,036	21,956	37,474	36,878	596	63,181
Plumbing and heating (general line)	675	185,102	32,118	17.4	207	10,243	17,206	16,984	222	31,590
Heating (including stoves and ranges)	368	36,058	8,581	23.8	190	2,648	4,609	4,448	161	4,587
Plumbing fixtures, equipment, and supplies	927	134,095	23,366	17.4	506	7,350	12,407	12,292	115	24,147
All other	255	24,720	5,887	23.8	133	1,715	3,252	3,154	98	2,857
Tobacco and products (except leaf)	2,717	1,106,215	54,074	4.9	2,337	18,480	26,946	26,754	192	49,427

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL Full-time (add 000)	PAY ROLL Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
	SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.									
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Waste materials	6,059	$856,000	$96,470	14.7	5,956	42,020	$46,040	$44,093	$1,947	$57,201
Iron and steel scrap	1,869	334,156	42,382	12.7	1,741	15,889	18,949	18,073	876	22,808
Junk and scrap (general line)	1,893	93,031	17,251	18.5	2,060	9,562	8,330	7,836	494	10,434
Waste paper, rags, and rubber	1,128	135,305	25,131	18.6	1,002	11,682	13,169	12,842	327	13,576
Non-ferrous metals	395	50,137	5,239	10.4	381	2,079	2,549	2,470	79	4,425
All other	774	43,391	6,467	14.9	772	2,808	3,043	2,872	171	5,958
All other products	5,431	1,387,607	145,814	10.5	3,814	48,244	77,714	76,369	1,345	142,224
Books, periodicals, and newspapers	866	168,572	30,662	18.2	497	12,546	17,588	16,997	391	9,300
Flowers and nursery stock	734	42,987	8,634	20.1	679	2,901	4,565	4,265	100	2,426
Forest products (except lumber)	594	49,794	8,947	18.0	505	3,308	4,196	3,923	273	5,467
General merchandise	158	515,937	29,618	5.7	93	9,256	18,068	15,966	102	34,216
Leather and shoe findings	955	116,362	14,892	12.8	808	3,994	6,914	6,830	84	20,842
Leather goods	145	13,678	2,783	20.3	98	883	1,664	1,639	25	2,397
Oils and greases (animal and vegetable)	87	71,051	5,529	7.8	31	844	2,457	2,442	15	9,688
Optical goods	572	42,317	15,178	35.9	225	6,289	9,607	9,599	8	6,629
Textiles and materials (other than dry goods)	301	51,782	5,971	11.5	264	2,453	3,406	3,352	54	8,232
Yarns	181	73,797	6,571	8.9	120	1,370	3,014	2,985	29	9,719
Miscellaneous kinds of business	840	241,330	17,033	7.1	498	4,400	8,635	8,371	264	33,308
	MANUFACTURERS' SALES BRANCHES (With stocks)									
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks)	12,977	8,846,940	1,191,188	13.5	260	265,502	534,679	529,013	5,666	681,526
Amusement and sporting goods	398	270,825	34,746	12.8	2	12,154	21,208	20,254	954	13,831
Cameras and photographic supplies	54	69,090	6,676	9.7	---	2,348	3,815	3,815	---	4,978
Motion picture film exchanges	279	176,510	23,226	13.2	---	8,568	14,958	14,025	933	5,199
Sporting goods	33	11,466	2,406	21.0	---	756	1,192	1,189	3	2,729
All other	32	13,757	2,438	17.7	2	482	1,243	1,225	18	925
Automotive	937	725,709	86,277	11.9	12	22,417	45,980	45,548	432	75,419
Automobiles, trucks, and tractors	396	437,311	38,604	8.8	1	11,233	22,623	22,350	273	30,667
Automotive accessories, equipment, and parts	249	52,717	9,962	18.9	11	3,099	5,291	5,271	20	13,987
Tires and tubes	292	235,681	37,711	16.0	---	8,085	18,066	17,927	139	30,765
Beer, wines, and liquors	409	274,285	52,285	19.1	5	6,341	15,532	15,395	137	10,810
Beer and ale	320	81,587	18,191	22.3	2	3,440	6,787	6,658	129	2,068
Wines and liquors	89	192,678	34,094	17.7	3	2,901	8,745	8,737	8	8,742
Chemicals and paints	683	556,135	82,460	14.8	9	13,995	33,163	32,917	246	44,524
Dyestuffs	29	40,296	5,099	12.7	---	916	2,708	2,708	---	2,549
Explosives	42	35,638	6,100	17.1	---	650	1,918	1,917	1	2,073
Industrial chemicals	160	228,619	22,081	9.7	---	3,012	8,107	8,097	10	12,845
Paints and varnishes	277	153,531	30,727	20.0	4	5,531	11,928	11,814	114	15,412
Paints with glass and/or wallpaper	52	20,837	4,895	23.5	3	1,689	3,067	2,963	104	5,196
All other	103	77,214	13,558	17.6	2	2,197	5,435	5,418	17	6,449
Clothing and furnishings	297	300,302	39,108	13.0	59	8,071	18,161	18,128	33	32,929
Men's and boys'	130	124,214	16,483	13.3	29	3,057	7,286	7,277	9	15,528
Women's and children's	94	39,145	5,928	15.1	29	1,245	2,913	2,889	24	3,629
Shoes and other footwear	62	132,803	16,252	12.2	---	3,667	7,720	7,720	---	13,470
All other	11	4,140	445	10.7	1	102	242	242	---	304
Coal and coke	6	6,461	1,279	19.8	---	250	455	455	---	1,384
Drugs and drug sundries	237	202,097	55,832	27.6	4	8,439	18,269	18,225	44	19,007
Dry goods (specialty lines)	213	210,082	23,519	11.2	17	5,624	13,036	13,011	25	29,319
Hosiery and lingerie	33	28,895	4,636	16.0	1	921	2,228	2,224	4	3,706
Notions	87	38,997	5,194	14.0	9	1,383	2,824	2,822	2	4,715
Piece goods:										
Cotton	12	52,780	2,838	5.4	---	815	1,799	1,799	---	4,130
Silk, linen, rayon, and velvet	44	57,883	6,152	10.6	4	1,564	3,603	3,603	---	12,004
Woolen and worsted	11	15,978	1,517	9.5	1	173	594	591	3	898
Other	7	4,052	1,322	32.6	2	313	667	667	---	1,459
Other dry goods specialties	19	13,497	1,860	13.8	---	475	1,321	1,305	16	2,407
Electrical goods	393	643,067	49,106	7.6	4	12,546	29,274	29,251	23	28,266
Apparatus and equipment	222	544,448	37,097	6.8	---	10,167	23,508	23,495	13	17,434
Wiring supplies and construction materials	91	75,273	7,376	9.8	2	1,186	3,315	3,313	2	9,115
Radios and equipment	11	5,529	946	17.1	---	213	411	409	2	767
Refrigerators and equipment (household)	19	8,508	2,156	25.3	---	608	1,236	1,234	2	1,018
All other	50	9,309	1,531	16.4	2	372	804	800	4	932
Farm products—consumer goods	810	199,200	34,299	17.2	3	6,619	11,321	11,147	174	11,313
Farm supplies	122	52,472	7,184	13.7	6	1,501	2,723	2,709	14	2,957
Feed	48	7,412	871	11.8	5	310	399	391	8	565
Fertilizer	68	44,337	6,249	14.1	1	1,141	2,285	2,280	5	2,335
All other	6	723	64	8.9	---	50	39	38	1	57
Furniture and house furnishings	285	131,525	18,436	14.0	4	3,975	8,634	8,571	63	11,724
Floor coverings	73	67,256	8,465	12.6	---	1,759	4,074	4,067	7	6,026
Furniture (general line)	9	2,962	578	19.5	---	192	292	258	34	414
Furniture (household)	80	15,358	1,845	12.0	---	510	1,077	1,066	11	1,076
Furniture (office)	32	7,901	1,581	20.0	---	503	952	952	---	489
House furnishings (except as specified)	83	32,567	4,847	14.9	4	857	1,861	1,857	4	2,633
All other	8	5,601	1,120	20.0	---	154	378	371	7	1,086

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

UNITED STATES SUMMARY

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
	MANUFACTURERS' SALES BRANCHES (With stocks)—Con.									
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks)—Con.										
Groceries and foods (specialty lines)	2,592	$2,333,306	$259,640	11.1	31	57,674	$104,219	$103,174	$1,045	$93,974
Breakfast cereals	20	27,112	1,505	5.6	---	345	874	874	---	307
Canned foods	188	146,176	23,093	15.8	---	5,397	10,985	10,905	80	9,732
Confectionery	56	61,001	8,489	13.9	5	1,330	2,602	2,564	38	2,349
Fish and sea foods	26	8,574	1,534	17.9	3	523	718	659	59	665
Flour	159	144,866	19,157	13.2	---	2,719	5,574	5,536	38	2,341
Fruits and vegetables (frosted)	7	9,983	2,180	21.8	---	395	703	703	---	9,828
Meats and provisions	924	1,076,480	73,024	6.8	6	24,437	39,510	38,967	543	30,421
Other food and grocery specialties	1,212	859,114	130,658	15.2	17	22,528	43,253	42,966	287	38,331
Hardware	98	24,412	4,864	19.9	---	1,459	2,728	2,724	4	3,461
Jewelry	31	53,478	4,055	7.6	1	679	2,183	2,179	4	3,303
Lumber and construction materials	353	238,475	33,618	14.1	13	9,286	18,350	17,809	541	23,484
Lumber	37	22,201	3,160	14.2	6	514	977	856	121	5,597
Millwork	37	11,402	2,551	22.2	4	728	1,091	1,077	14	2,476
Brick, tile, and terra cotta	48	6,637	1,329	20.0	1	373	661	651	10	1,184
Cement, lime, and plaster	54	38,070	5,069	13.3	---	1,184	2,291	2,290	1	3,182
Glass	78	55,333	8,405	15.2	---	3,725	6,350	5,968	382	7,470
All other	99	104,832	13,124	12.5	2	2,762	6,980	6,967	13	3,595
Machinery—equipment—supplies	3,333	976,464	192,008	19.7	45	53,588	108,340	107,306	1,034	135,634
Commercial equipment and supplies:										
Office machines and equipment	697	84,401	34,716	41.1	8	11,577	22,080	22,067	13	11,217
Restaurant and hotel supply houses	5	5,819	304	5.2	---	91	204	204	---	672
Garage and filling station equipment	62	9,291	1,830	19.7	7	541	1,060	1,055	5	765
Store machines	14	1,272	503	39.5	---	180	318	317	1	114
Store fixtures and equipment	119	7,300	3,200	43.8	4	1,214	1,830	1,830	---	633
All other	120	42,880	10,066	23.6	2	3,375	7,825	7,544	281	1,424
Farm and dairy:										
Dairy equipment	59	22,533	4,290	19.0	---	1,062	2,108	2,106	2	2,052
Farm implements	91	136,412	18,357	13.5	---	5,684	10,341	10,177	164	23,082
Farm machinery and equipment	178	132,027	22,704	17.2	---	5,749	10,183	10,000	183	25,941
Industrial machinery, equipment, and supplies:										
Belting, hose, and packing	133	44,555	8,297	18.6	6	1,641	4,001	3,994	7	3,228
Construction (except road building)	6	7,590	621	8.2	2	92	461	460	1	327
Road building	20	4,385	604	13.8	---	170	309	303	6	885
Machine tools	55	18,699	2,716	14.5	---	521	1,556	1,553	3	1,592
Mine and mill supplies	63	29,812	3,682	12.4	3	780	2,206	2,203	3	1,781
Oil well supply houses	324	58,603	7,530	12.8	2	1,970	3,404	3,198	206	14,561
Power plant and power transmission	85	35,313	4,568	12.9	---	1,770	3,126	3,119	7	2,821
Printing and lithographing (except paper)	198	38,722	9,433	24.4	2	2,175	5,457	5,418	39	7,420
Rope, cordage, and twine	20	8,477	1,066	12.6	---	178	536	532	4	740
Textile	8	862	193	22.4	---	61	112	112	---	120
All other	162	164,645	25,888	15.7	4	6,231	14,030	13,973	57	18,309
Professional equipment and supplies:										
Dental supply houses	34	11,914	3,274	27.5	---	896	1,765	1,765	---	2,346
School equipment and supplies	10	3,755	964	25.7	---	406	579	563	16	515
Surgical, medical, and hospital	190	26,276	6,840	26.0	6	1,753	3,660	3,655	5	2,331
All other	79	10,142	2,199	21.7	1	749	1,211	1,208	3	1,834
Service equipment and supplies:										
Barber and beauty supply houses	18	3,484	1,279	36.7	---	332	664	664	---	497
Laundry and dry cleaning	47	16,668	4,480	26.9	---	913	2,323	2,304	19	2,330
Undertakers' supplies	51	11,495	3,234	28.1	---	751	1,504	1,502	2	2,000
Upholsterers' supplies	68	16,136	3,036	18.8	---	821	1,822	1,822	---	3,329
All other	107	19,139	5,193	27.1	---	1,716	3,165	3,162	3	2,224
Transportation equipment and supplies:										
Marine	6	1,683	230	13.7	---	83	124	120	4	397
All other	4	2,374	711	29.9	---	124	376	376	---	147
Metals and metal work (except scrap)	481	469,922	38,680	8.2	2	9,634	19,492	19,157	335	52,412
Building metal work	73	17,086	4,375	25.6	---	1,041	1,974	1,743	231	3,330
Iron and steel products (general line)	87	136,899	11,549	8.4	---	3,438	5,850	5,822	28	19,518
Iron and steel products (semi-finished)	9	3,378	487	14.4	---	93	322	322	---	346
Iron and steel products (flat)	42	34,121	4,429	13.0	1	1,120	2,176	2,171	5	5,486
Wire and wire products	104	152,399	7,960	5.2	---	1,815	4,499	4,495	4	8,771
Iron and steel finished products (N.E.C.)	76	22,986	2,336	10.2	---	651	1,303	1,287	16	3,198
Copper	28	42,023	2,769	6.6	---	538	1,075	1,058	17	3,060
All other	62	61,050	4,775	7.8	1	938	2,293	2,259	34	8,703
Paper and its products	317	177,454	29,303	16.5	1	6,051	12,183	12,157	26	14,361
Wrapping or coarse paper and products	148	140,724	22,227	15.8	---	3,887	8,102	8,091	11	10,824
Printing and writing papers	42	21,932	2,987	13.6	---	924	1,784	1,773	11	2,065
All other	127	14,798	4,089	27.6	1	1,240	2,297	2,293	4	1,472
Petroleum and its products	56	21,262	4,598	21.6	---	894	2,236	2,219	17	2,466
Plumbing and heating equipment and supplies	519	251,633	39,037	15.5	9	10,115	18,479	18,125	354	30,433
Plumbing and heating (general line)	221	154,200	20,803	13.5	---	6,006	10,022	9,769	253	15,943
Heating (including stoves and ranges)	159	51,723	9,852	19.0	3	1,928	4,322	4,298	24	5,145
Plumbing fixtures, equipment, and supplies	92	34,543	6,285	18.2	4	1,552	2,876	2,847	29	8,183
All other	47	11,167	2,097	18.8	2	629	1,259	1,211	48	1,162
Tobacco and products (except leaf)	44	446,489	62,051	13.9	6	4,353	8,437	8,394	43	11,769

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
	MANUFACTURERS' SALES BRANCHES (With stocks)—Con.									
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks)—Con.										
All other products	583	$281,805	$38,805	13.8	27	9,739	$20,278	$20,158	$118	$27,766
Books, periodicals, and newspapers	82	30,871	11,361	36.8	10	2,645	5,300	5,282	18	6,711
Forest products (except lumber)	54	8,299	1,414	17.0	—	476	826	747	79	1,111
Leather and shoe findings	33	44,516	2,785	6.3	—	927	1,723	1,723	—	7,092
Leather goods	23	7,495	723	9.6	3	171	408	408	—	1,039
Oils and greases (animal and vegetable)	21	8,277	1,999	24.2	—	386	1,071	1,071	—	1,259
Optical goods	257	23,265	6,986	30.0	5	2,939	4,310	4,310	—	2,716
Textiles and materials (other than dry goods)	27	21,619	2,474	11.4	2	444	1,411	1,402	9	2,123
Yarns	38	120,876	8,513	7.1	3	1,142	3,593	3,589	4	4,452
Miscellaneous kinds of business	68	16,787	2,550	15.2	4	609	1,654	1,626	8	1,263

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
** Sales include taxes. Expenses as shown for commission stations represent commissions only.
1 Revised.
2 Inasmuch as it was impracticable to obtain employment and pay roll for commission bulk tank stations, these data are not included.
3 Includes stocks not owned but held on consignment valued at $124,872,000.

FORM 31—WHOLESALE SCHEDULE: 1939, INQUIRIES 5 AND 6

5. CASH-CREDIT ANALYSIS OF SALES: 12 (CODE—Do not use) (Omit cents)

a. How much of 1939 sales, 4-a above, was made on a SPOT CASH basis? $ B-9

b. How much of 1939 sales, 4-a above, was on credit for each of the following periods?

(1) Credit—10 days or less (payments received within 10 days after date of sale) $ B-10

(2) Credit—11 to 30 days (payments received 11 to 30 days after date of sale) $ B-11

(3) Credit—More than 30 days $ B-12

Total sales, same as 4-a above $ .....

6. STOCKS ON HAND, AND ACCOUNTS RECEIVABLE:

	DECEMBER 31, 1939	Key	DECEMBER 31, 1938	
a. Inventory of merchandise on hand at cost value as of December 31 or nearest inventory date (including goods out on consignment but not goods of others held on consignment)	$	A-3	$	A-4
b. Accounts and notes receivable outstanding as of December 31	$	A-5	$	A-6

(Omit cents)

CODE—Do not use $ B-13