
Group 12. LEATHER AND LEATHER PRODUCTS

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FOOTWEAR (EXCEPT RUBBER)

CHART 1A. DISTRIBUTION OF MANUFACTURERS' SALES BY PRIMARY CHANNELS: 1939

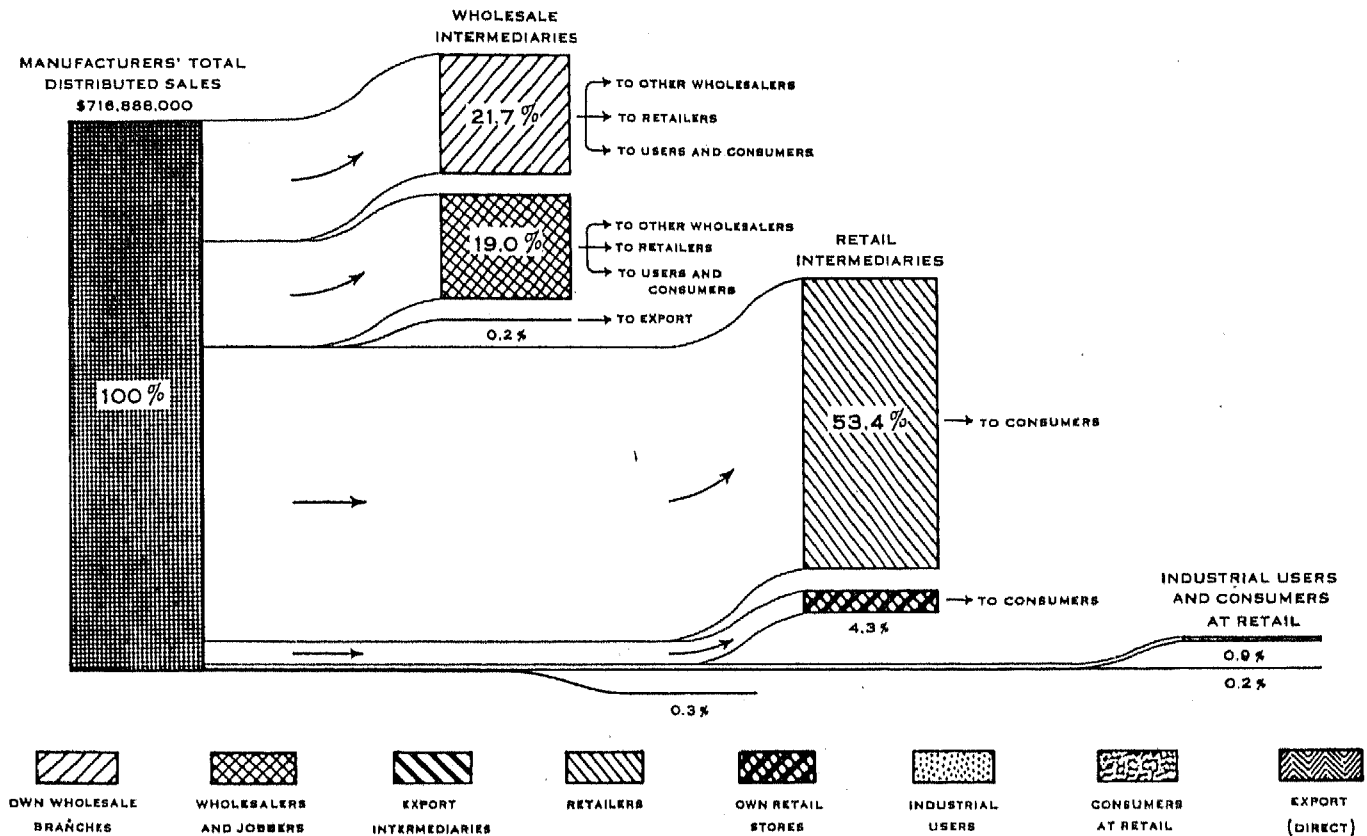
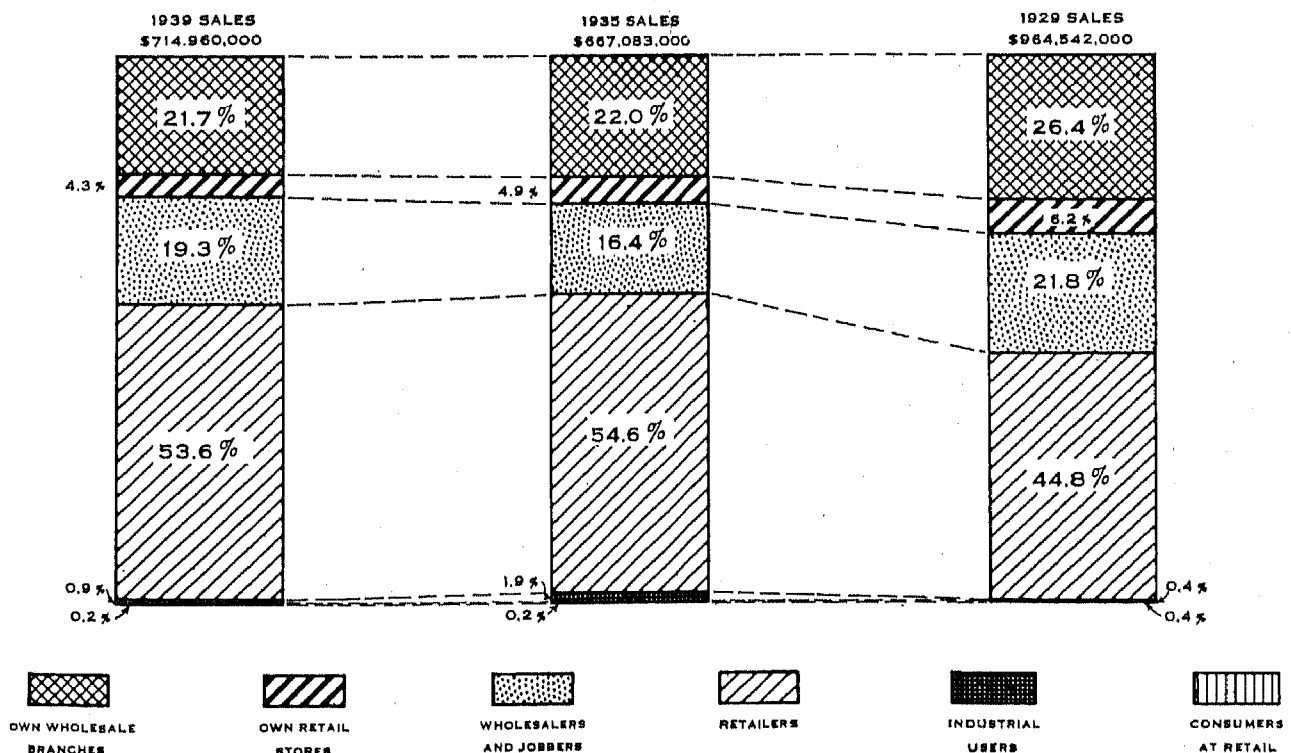


CHART 1B. DISTRIBUTION OF MANUFACTURERS' SALES BY PRIMARY CHANNELS: 1939, 1935, AND 1929



LEATHER AND LEATHER PRODUCTS

DESCRIPTION OF INDUSTRIES

This group of industries, as constituted for purposes of the Census of Manufactures, includes establishments engaged in tanning, currying, and finishing of hides and skins, and those manufacturing finished products of leather, such as industrial belting and packing, boot and shoe cut stock and findings, footwear, gloves and mittens, luggage, women's handbags, saddlery and harness, small leather goods, and miscellaneous leather goods. Establishments manufacturing similar articles made from fabric, such as fabric shoes, fabric handbags, fabric luggage, etc., are also included.

LEATHER PRODUCTS

Boot and shoe cut stock and findings.—Includes establishments primarily engaged in the manufacture, for sale as such, of soles, inner soles, heels (other than wood and rubber), lifts, counters, vamps, quarters, and other cut stock, and of finished wood heels, welting, shanks, and other findings. It also includes the production of cut stock and findings by boot and shoe manufacturers for their own consumption. Rubber heels, soles, etc., are included in "Rubber products not elsewhere classified."

Footwear (except rubber).—Includes establishments whose principal products are boots, shoes, sandals, slippers, moccasins, and allied footwear, and leggings, overgaiters, etc., made chiefly of leather but to some extent of canvas and other textile fabrics.

Industrial leather belting and packing leather.—Includes establishments primarily engaged in the manufacture of leather belting, chiefly for use in the transmission of power, of leather packing (cup, U-valve, oil-retainer-seal, etc.), or of "textile leathers" (aprons, picker leathers, mill strapping, etc.). Leather belts for wear on the person are included in "Belts (apparel), regardless of material." The manufacture of rubber belting is included in "Rubber products not elsewhere classified."

Leather gloves and mittens.—Includes establishments primarily engaged in the manufacture of leather gloves and mittens (lined and unlined). The industry does not cover sporting and athletic gloves which are products of the "Sporting and athletic goods" industry. Work gloves and mittens of cloth and cloth and

leather combined are included under "Miscellaneous apparel and fabricated textile products."

Saddlery, harness, and whips.—Includes establishments primarily engaged in the manufacture of saddles and parts, harness and parts, halters, bridles, horse boots, turf goods, feed bags, whips and crops, whip stocks, whip handles, whiplashes, etc.

Small leather goods.—Includes establishments primarily engaged in the manufacture of small articles from leather, such as billfolds, card cases, cigarette cases, key cases, etc.

Suitcases, brief cases, bags, trunks, and other luggage.—Includes establishments primarily engaged in the manufacture of trunks, suitcases, brief cases, sample cases, traveling bags, satchels, Boston bags, hat boxes, radio cases, and related products, regardless of the materials from which they are made.

Women's pocketbooks, handbags, and purses.—Includes establishments primarily engaged in the manufacture of women's handbags and purses regardless of material.

Leather goods not elsewhere classified.—Includes establishments primarily engaged in the manufacture of handles, corners, straps, etc., for luggage, dog furnishings, watch straps, etc., made of leather.

LEATHER (TANNED, CURRIED, AND FINISHED)

Leather (tanned, curried, and finished)—regular factories or jobbers engaging contractors.—Includes establishments primarily engaged in the manufacture of leather from hides, skins, etc., owned by them.

Leather (tanned, curried, and finished)—contract factories.—Includes establishments primarily engaged in manufacturing or currying and finishing of leather on contract for others. Distribution of sales data cover those contract factories manufacturing small amounts of leather from hides and skins owned by them.

Although establishments in this industry operate primarily on a contract basis, distribution covers the sales only of hides, skins, and other byproducts retained in partial payment for services rendered.

TABLE 1.—DISTRIBUTED SALES BY CLASSES OF CUSTOMERS, BY INDUSTRIES, FOR THE UNITED STATES: 1939

[Values expressed in thousands of dollars]

LEATHER AND LEATHER PRODUCTS	DISTRIBUTED SALES									PERCENT DISTRIBUTED SALES								
	Number of establishments reporting	Total distributed sales	To or through manufacturer-owned-and-operated outlets		To other business concerns in the United States, for resale			Export, direct to buyers in other countries	To users and consumers	Total	To or through manufacturer-owned-and-operated outlets		To other business concerns in the United States, for resale			Export, direct to buyers in other countries	To users and consumers	Total
			Wholesale branches or offices	Retail stores	Wholesalers and jobbers	Export intermediaries	Retailers (including chains)				Wholesale branches or offices	Retail stores	Wholesalers and jobbers	Export intermediaries	Retailers (including chains)			
Leather Products																		
Boot and shoe cut stock and findings.....	489	\$100,225	\$14,475		\$15,042	\$140	\$1,035	\$404	\$68,163	100.0	14.4		15.0	0.2	1.0	0.5	68.0	
Footwear (except rubber).....	992	716,888	165,323	\$30,656	130,325	1,461	389,174	1,028	6,811	\$1,210	21.7	4.3	10.0	.2	53.4	.3	.9	0.2
Industrial leather belting and packing leather.....	190	24,265	2,782		4,071	(¹)	711	554	16,097	50	11.5		16.8	(²)	2.0	2.3	66.3	.2
Leather gloves and mittens.....	233	28,190	(³)	(³)	8,780	13	18,001	8	937	365	(³)	(³)	31.2	(³)	504.2	(³)	3.3	1.3
Saddlery, harness, and whips.....	156	14,355	614	604	4,086	8	7,074	4	457	908	4.3	4.2	32.7	(³)	49.3	(³)	3.2	0.3
Small leather goods.....	109	14,439	(³)		4,854		8,857		728		(³)		33.7		61.3		5.0	
Suitcases, brief cases, bags, trunks, and other luggage.....	326	37,013	2,076	85	6,007	131	26,287	187	1,875	305	5.6	.2	16.2	.4	71.0	.5	5.1	1.0
Women's pocketbooks, handbags, and purses.....	204	54,678	2,837		7,609	23	43,812	84	253		5.2		14.0	(³)	80.1	.2		
Leather goods not elsewhere classified.....	140	8,853	(³)		2,845		2,044	24	3,807	23	(³)		32.1		23.3	.3	44.0	.3
Leather (Tanned, Curried, and Finished)																		
Leather (tanned, curried, and finished)—regular factories or jobbers engaging contractors.....	330	285,484	52,471		50,233	474	900	8,943	172,454		18.4		17.6	.2	.3	3.1	60.4	
Leather (tanned, curried, and finished)—contract factories.....	35	1,018			424			(³)	594				41.7		(³)		58.3	

¹ Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).² Includes farmers, household consumers, and employees at retail. ³ Sales to export intermediaries combined with sales to wholesalers and jobbers to avoid disclosure.⁴ Sales to or through own wholesale branches or offices combined with sales to wholesalers and jobbers to avoid disclosure.⁵ Sales to or through own retail stores combined with sales to retailers to avoid disclosure. ⁶ Interplant transfers included to avoid disclosure.⁷ Less than one-tenth of 1 percent.⁸ Direct export sales combined with sales to wholesalers and jobbers to avoid disclosure.

TABLE 2.—DISTRIBUTED SALES BY CLASS-OF-CUSTOMER GROUPS, AND INTERPLANT TRANSFERS, BY INDUSTRIES, FOR THE UNITED STATES: 1939

[Values expressed in thousands of dollars]

LEATHER AND LEATHER PRODUCTS	DISTRIBUTED SALES										INTERPLANT TRANSFERS			TOTAL DISTRIBUTED SALES AND INTERPLANT TRANSFERS	
	Number of establishments reporting	Total distributed sales	To or through manufacturer-owned-and-operated outlets		To other business concerns in the United States, for resale		Export, direct to buyers in other countries		To industrial, etc., users ¹		To consumers at retail ²		Number of establishments	Number of establishments reporting	Amount
			Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Total reporting	Using exclusively	
Leather Products															
Boot and shoe cut stock and findings.....	489	\$100,225	\$14,475	14.4	\$17,123	17.1	\$404	0.5	\$68,163	68.0			21	9	\$20,044
Footwear (except rubber).....	992	716,888	165,979	26.0	520,900	72.0	1,928	.3	6,811	.9	\$1,210	0.2	18	3	2,189
Industrial leather belting and packing leather.....	190	24,265	2,782	11.5	4,782	10.7	554	2.3	16,097	66.3	50	.2	5		1,837
Leather gloves and mittens.....	233	28,190	(³)	(³)	26,890	95.4	8	(³)	937	3.3	355	1.3	(³)	(³)	(³)
Saddlery, harness, and whips.....	156	14,355	1,218	8.5	11,768	82.0	4	(³)	457	3.2	908	6.3			
Small leather goods.....	109	14,439	(³)	(³)	13,711	95.0			728	5.0					
Suitcases, brief cases, bags, trunks, and other luggage.....	326	37,013	2,161	5.8	32,425	87.6	187	.5	1,875	5.1	305	1.0			
Women's pocketbooks, handbags, and purses.....	204	54,678	2,837	5.2	51,504	94.1	84	.2	253	.5					
Leather goods not elsewhere classified.....	140	8,853	(³)	(³)	4,909	55.4	24	.3	3,807	44.0	23	.3			
Leather (Tanned, Curried, and Finished)															
Leather (tanned, curried, and finished)—regular factories or jobbers engaging contractors.....	330	285,484	52,471	18.4	51,616	18.1	8,943	3.1	172,454	60.4			43	5	54,157
Leather (tanned, curried, and finished)—contract factories.....	35	1,018			424	41.7	(³)	(³)	594	58.3					

¹ Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).² Includes farmers, household consumers, and employees at retail.³ Sales to or through manufacturer-owned-and-operated outlets combined with sales to "Other business concerns in the United States" to avoid disclosure.⁴ Less than one-tenth of 1 percent.⁵ Interplant transfers combined with sales to industrial, etc., users to avoid disclosure.⁶ Omitted to avoid disclosure.⁷ Direct export sales combined with sales to "Other business concerns in the United States" to avoid disclosure.

CENSUS OF BUSINESS

TABLE 3.—DISTRIBUTED SALES BY INDUSTRIES AND BY CLASSES OF CUSTOMERS, FOR THE UNITED STATES: 1939, 1935, AND 1929

[For comparative purposes, direct export sales omitted. Values expressed in thousands of dollars]

LEATHER AND LEATHER PRODUCTS	TOTAL DISTRIBUTED SALES (EXCLUDING DIRECT EXPORT)		SALES TO OR THROUGH MANUFACTURER-OWNED-AND-OPERATED OUTLETS				SALES TO OTHER BUSINESS CONCERNS IN THE UNITED STATES, FOR RESALE				SALES TO USERS AND CONSUMERS			
			Wholesale branches or offices		Retail stores		Wholesalers and jobbers ¹		Retailers (including chains)		Industrial, etc., users ²		Consumers at retail ³	
	Number of establishments reporting	Amount	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total
Leather Products														
Boot and shoe cut stock and findings:														
1939.....	489	\$99,761	\$14,475	14.5	-----	-----	\$15,188	15.2	\$1,935	2.0	\$68,163	68.3	-----	-----
1935.....	479	91,075	10,792	11.8	-----	-----	15,424	17.0	1,665	1.8	63,194	69.4	-----	-----
1929.....	588	172,470	(4)	(4)	-----	-----	18,950	11.0	2,314	1.3	151,206	87.7	-----	-----
Footwear (except rubber):														
1939.....	992	714,960	155,323	21.7	\$30,656	4.3	137,786	19.3	383,174	53.6	6,811	.9	\$1,210	0.2
1935.....	981	607,083	146,415	22.0	32,912	4.9	109,731	16.4	364,350	54.6	12,601	1.9	1,074	.2
1929.....	1,319	904,542	254,702	26.4	59,591	6.2	210,457	21.8	431,715	44.8	3,855	.4	4,222	.4
Industrial leather belting and packing leather:														
1939.....	189	23,711	2,782	11.7	-----	-----	4,071	17.2	711	3.0	16,097	67.9	50	.2
1935.....	180	22,606	1,564	6.9	400	1.8	4,423	19.6	1,068	7.1	14,587	64.5	24	.1
1929.....	207	34,505	2,688	7.8	(9)	(9)	7,485	21.7	(7)	(7)	24,332	70.5	-----	-----
Leather gloves and mittens:														
1939.....	233	28,182	(5)	(5)	(8)	(8)	8,790	31.2	18,091	64.2	937	3.3	355	1.3
1935.....	219	29,574	1,718	5.8	73	.2	7,060	25.9	18,105	61.2	1,097	6.8	21	.1
1929.....	254	42,104	4,090	11.2	-----	-----	14,510	34.4	21,200	50.4	1,692	4.0	(10)	(10)
Saddlery, harness, and whips:														
1939.....	156	14,351	614	4.3	604	4.2	4,604	32.7	7,074	49.3	457	3.2	908	6.3
1935.....	139	13,335	673	5.0	504	3.8	3,905	29.3	7,311	54.8	211	1.6	731	5.5
1929.....	212	21,899	1,064	9.0	-----	-----	5,497	25.1	11,723	53.5	2,715	12.4	(10)	(10)
Small leather goods; and leather goods not elsewhere classified:														
1939.....	255	23,298	-----	-----	-----	-----	7,600	33.1	10,021	46.9	4,625	19.9	23	.1
Small leather goods.....	109	14,439	(9)	(9)	-----	-----	4,854	33.7	8,857	61.3	728	5.0	-----	-----
Leather goods not elsewhere classified.....	146	8,829	(9)	(9)	-----	-----	2,845	32.2	2,004	23.4	3,897	44.1	23	.3
1935.....	382	27,079	(9)	(9)	-----	-----	7,035	25.2	12,074	44.6	7,076	26.1	294	1.1
1929.....	371	35,087	(9)	(9)	-----	-----	13,212	37.6	13,643	38.9	7,149	20.4	1,083	3.1
Suitcases, brief cases, bags, trunks, and other luggage:														
1939.....	326	36,820	2,076	5.6	85	.2	6,138	16.7	26,287	71.4	1,875	5.1	305	1.0
1935.....	298	28,465	1,074	3.8	142	.5	4,340	15.3	21,188	74.4	1,498	5.3	213	.7
1929.....	462	63,609	958	1.5	-----	-----	12,667	19.9	42,693	67.1	5,698	9.0	1,593	2.5
Women's pocketbooks, handbags, and purses:														
1939.....	264	54,594	2,837	5.2	-----	-----	7,692	14.1	43,812	80.2	253	.5	-----	-----
1935.....	301	41,412	2,394	5.8	-----	-----	6,132	14.8	31,062	77.2	743	1.8	181	.4
1929.....	281	67,994	903	1.3	-----	-----	12,612	18.6	54,081	79.5	142	.2	256	.4
Leather (Tanned, Curried, and Finished)														
Leather (tanned, curried, and finished)—regular factories or jobbers engaging contractors; and leather (tanned, curried, and finished)—contract factories:														
1939.....	365	277,559	52,471	18.9	-----	-----	51,131	18.4	909	.3	173,048	62.4	-----	-----
Leather (tanned, curried, and finished)—regular factories or jobbers engaging contractors.....	330	276,541	52,471	19.0	-----	-----	50,707	18.3	909	.3	172,454	62.4	-----	-----
Leather (tanned, curried, and finished)—contract factories.....	35	1,018	-----	-----	-----	-----	424	41.7	-----	-----	594	58.3	-----	-----
1935.....	317	247,050	41,788	16.9	-----	-----	50,109	20.3	1,730	.7	153,423	62.1	-----	-----
1929.....	384	399,543	70,177	19.8	(9)	(9)	130,314	32.6	(7)	(7)	190,052	47.6	-----	-----

¹ Export intermediaries included for comparative purposes.² Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).³ Includes farmers, household consumers, and employees at retail.⁴ Revised for comparative purposes, see explanation, p. 2.⁵ Sales to or through own wholesale branches or offices combined with sales to wholesalers and jobbers to avoid disclosure.⁶ Sales to or through own retail stores combined with sales to or through own wholesale branches or offices to avoid disclosure.⁷ Sales to retailers combined with sales to wholesalers and jobbers to avoid disclosure.⁸ Sales to or through own retail stores combined with retailers to avoid disclosure.⁹ Interplant transfers included to avoid disclosure.¹⁰ Sales to consumers at retail combined with sales to industrial, etc., users to avoid disclosure.¹¹ Direct export sales included to avoid disclosure.

TABLE 4.—NUMBER OF ESTABLISHMENTS, BY INDUSTRIES AND BY CLASSES OF CUSTOMERS, FOR THE UNITED STATES: 1939

LEATHER AND LEATHER PRODUCTS	Number of establishments reporting distributed sales and transfers	ESTABLISHMENTS REPORTING DISTRIBUTED SALES																	
		ESTABLISHMENTS REPORTING INTERPLANT TRANSFERS ¹		To or through manufacturer-owned-and-operated outlets				To other business concerns in the United States, for resale				Export, direct to buyers in other countries		To users and consumers					
		Number	Using exclusively	Total ²	Wholesale branches or offices		Retail stores		Wholesalers and jobbers		Export intermediaries		Retailers (including chains)		Number	Selling exclusively	Industrial, etc., users ³	Consumers at retail ⁴	
					Number	Selling exclusively	Number	Selling exclusively	Number	Selling exclusively	Number	Selling exclusively	Number	Selling exclusively					Number
Leather Products																			
Boot and shoe cut stock and findings.....	408	21	9	480	16	0	-----	121	07	0	-----	25	11	35	-----	383	318	-----	
Footwear (except rubber).....	905	18	3	992	117	74	63	458	137	20	-----	723	332	83	-----	-----	2	03	3
Industrial leather belting and packing leather.....	190	5	-----	190	16	0	-----	80	25	(5)	(5)	25	4	17	1	140	67	9	1
Leather gloves and mittens.....	233	(9)	(9)	233	(7)	(7)	(8)	106	32	4	-----	181	101	3	-----	632	67	17	5
Saddlery, harness, and whips.....	156	-----	-----	156	3	2	12	72	31	5	-----	82	31	4	-----	21	1	55	18
Small leather goods.....	109	-----	-----	109	(7)	(7)	-----	70	20	-----	-----	68	20	-----	-----	22	3	-----	-----
Suitcases, brief cases, bags, trunks, and other luggage.....	320	-----	-----	320	5	2	3	104	41	8	-----	243	163	11	-----	63	15	33	4
Women's pocketbooks, handbags, and purses.....	204	-----	-----	204	6	6	-----	74	44	3	-----	209	171	9	-----	8	4	-----	-----
Leather goods not elsewhere classified.....	146	-----	-----	146	(7)	(7)	-----	73	30	-----	-----	57	27	5	-----	62	34	5	-----
Leather (Tanned, Curried, and Finished)																			
Leather (tanned, curried, and finished)—regular factories or jobbers engaging contractors.....	335	43	5	330	51	10	-----	133	31	12	1	16	3	63	-----	267	104	-----	-----
Leather (tanned, curried, and finished)—contract factories.....	35	-----	-----	35	-----	-----	-----	11	9	-----	-----	-----	-----	(9)	(9)	24	21	-----	-----

¹ See definition for "Interplant transfers," p. 3.² Establishments reporting distributed sales are obtained by subtracting "Establishments reporting interplant transfers—using exclusively" from "Establishments reporting distributed sales and transfers."³ Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).⁴ Includes farmers, household consumers, and employees at retail.⁵ Establishments reporting sales to export intermediaries combined with wholesalers and jobbers to avoid disclosure.⁶ Establishments reporting interplant transfers combined with industrial, etc., users to avoid disclosure.⁷ Establishments reporting sales to or through own wholesale branches or offices combined with wholesalers and jobbers to avoid disclosure.⁸ Establishments reporting sales to or through own retail stores combined with retailers to avoid disclosure.⁹ Establishments reporting direct export sales combined with wholesalers and jobbers to avoid disclosure.

TABLE 5.—RECONCILIATION OF MANUFACTURES VALUE OF PRODUCTS WITH TOTAL DISTRIBUTED SALES, AND NUMBER OF ESTABLISHMENTS REPORTING SALES WITH NUMBER OF ESTABLISHMENTS IN INDUSTRY (MANUFACTURES): 1939

(Values expressed in thousands of dollars)

LEATHER AND LEATHER PRODUCTS	Value of products ¹	INVENTORY ¹ (FINISHED PRODUCTS)		Purchased merchandise sold without processing (+)	Receipts for contract and repair work ¹ (—)	Value of products not distributed (—)	Interplant transfers (—)	Value of products adjusted for distribution ² (A+B+D) minus (C+E+F+G)	Total distributed sales reported	Total number of establishments ¹	NUMBER OF ESTABLISHMENTS REPORTING			
		Beginning of year 1939 (+)	End of year 1939 (—)								Exclusive contract work	No distribution of sales	Exclusive interplant transfers	Distribution of sales
Leather Products														
Boot and shoe cut stock and findings...	\$120,300	\$12,810	\$12,011	\$2,123	\$444	\$970	\$20,044	\$100,366	\$100,225	520	13	0	9	480
Footwear (except rubber).....	734,673	20,560	20,023	4,442	850	20,655	2,180	712,049	710,888	1,070	0	00	3	992
Industrial leather belting and packing leather.....	24,410	3,230	2,759	1,530	112	-----	1,837 (5)	24,471	24,265	190	-----	-----	-----	190
Leather gloves and mittens.....	26,831	2,218	2,387	1,428	48	-----	-----	29,042	28,190	233	-----	-----	(5)	233
Saddlery, harness, and whips.....	12,118	2,303	2,238	2,228	60	-----	-----	14,342	14,355	156	-----	-----	-----	156
Small leather goods.....	14,334	970	1,083	414	162	-----	-----	14,473	14,430	118	0	-----	-----	109
Suitcases, brief cases, bags, trunks, and other luggage.....	30,591	2,531	2,075	710	128	-----	-----	30,738	37,013	329	3	-----	-----	326
Women's pocketbooks, handbags, and purses.....	55,807	1,706	1,906	59	673	-----	-----	54,003	54,678	286	22	-----	-----	204
Leather goods not elsewhere classified.....	8,911	536	531	306	403	-----	-----	8,810	8,853	100	14	-----	-----	146
Leather (Tanned, Curried, and Finished)														
Leather (tanned, curried, and finished)—regular factories or jobbers engaging contractors.....	329,728	37,045	34,687	2,484	2,015	-----	54,157	278,908	285,484	335	-----	-----	5	330
Leather (tanned, curried, and finished)—contract factories.....	16,710	480	466	-----	15,659	-----	-----	1,065	1,018	111	76	-----	-----	35

¹ From Census of Manufactures.² See explanation under "Correlation with Census of Manufactures," p. 2.³ Omitted to avoid disclosure.⁴ Interplant transfers included to avoid disclosure.

TABLE 6.—DISTRIBUTED SALES NEGOTIATED THROUGH AGENTS, BROKERS, AND COMMISSION HOUSES, AND NUMBER OF ESTABLISHMENTS REPORTING, BY INDUSTRIES, FOR THE UNITED STATES: 1939 AND 1935

[Values expressed in thousands of dollars]

LEATHER AND LEATHER PRODUCTS	DISTRIBUTED SALES									
	1939					1935				
	Total	Through agents, brokers, and commission houses (excluding manufacturers' own sales force)				Total	Through agents, brokers, and commission houses (excluding manufacturers' own sales force)			
		Amount	Percent of total	Number of establishments			Amount	Percent of total	Number of establishments	
				Total reporting	Selling exclusively				Total reporting	Selling exclusively
Leather Products										
Boot and shoe cut stock and findings.....	\$90,701	\$7,608	7.6	57		¹ \$91,075	\$5,723	6.3	67	8
Footwear (except rubber).....	714,900	14,901	2.1	61		¹ 607,083	24,879	3.7	100	29
Industrial leather belting and packing leather.....	23,711	208	1.3	12	1	22,606	424	1.9	14	1
Leather gloves and mittens.....	28,182	508	1.8	11	2	20,574	3,033	10.3	44	6
Saddlery, harness, and whips.....	14,861	862	6.0	10	2	13,335	635	4.8	13	
Small leather goods.....	14,439	709	4.0	15	3	27,070	1,276	4.7	39	5
Leather goods not elsewhere classified.....	8,820	896	10.1	4	1					
Suitcases, brief cases, bags, trunks, and other luggage.....	30,820	931	2.5	21	2	28,455	1,678	5.9	26	4
Women's pocketbooks, handbags, and purses.....	54,594	2,821	5.2	27	4	41,412	2,107	5.1	32	7
Leather (Tanned, Curried, and Finished)										
Leather (tanned, curried, and finished)—regular factories or jobbers engaging contractors.....	276,541	62,020	22.8	113	5	¹ 247,050	43,974	17.8	96	10
Leather (tanned, curried, and finished)—contract factories...	² 1,018	235	23.1	5	1					

¹ Revised for comparative purposes, see explanation, p. 2.

² Direct export sales included to avoid disclosure.

Group 13. STONE, CLAY, AND GLASS PRODUCTS

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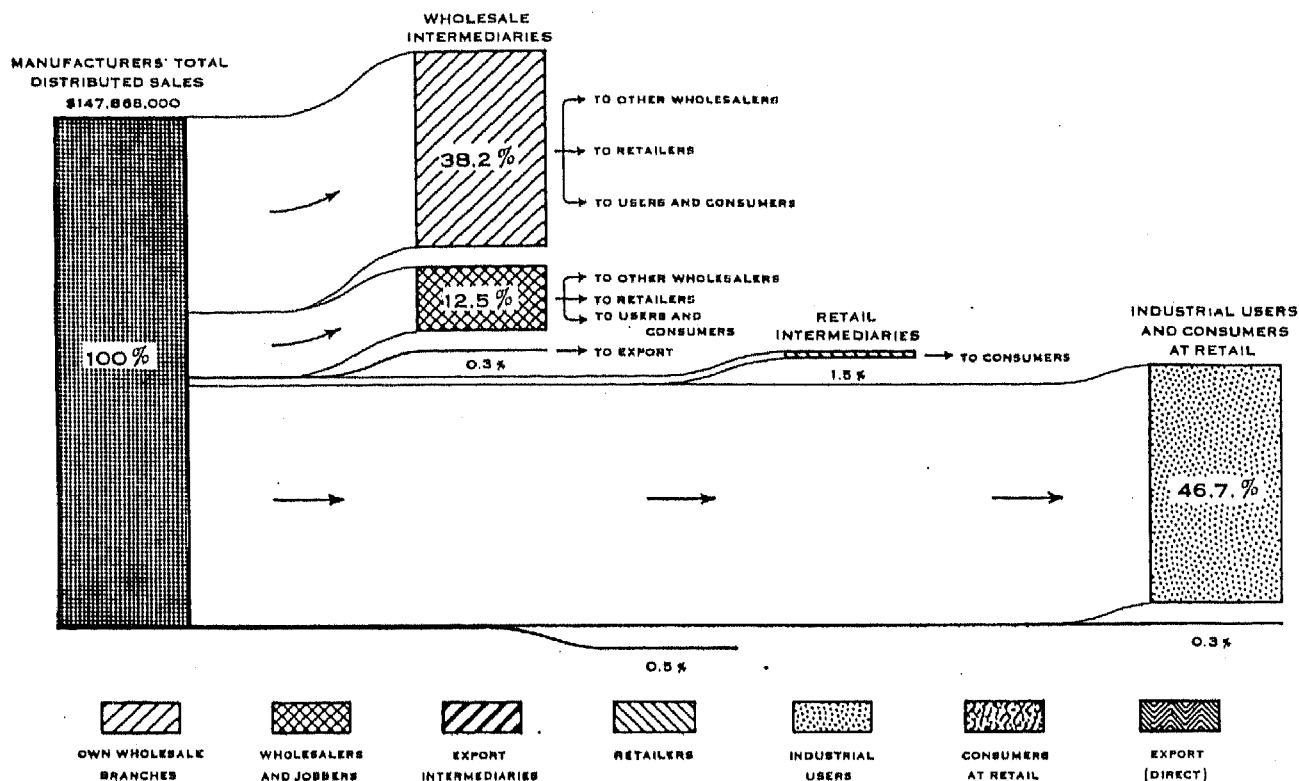
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CENSUS OF BUSINESS

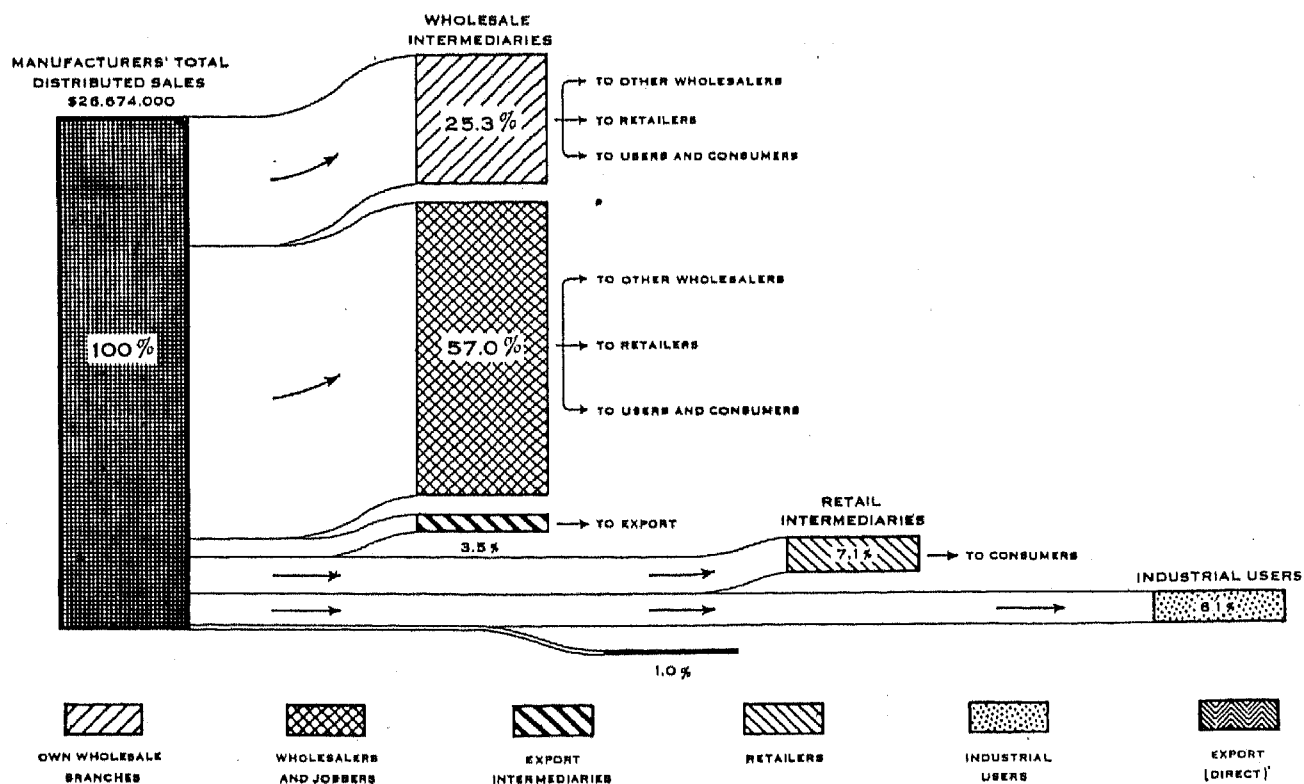
GLASS CONTAINERS

CHART 1. DISTRIBUTION OF MANUFACTURERS' SALES BY PRIMARY CHANNELS: 1939



VITREOUS-CHINA PLUMBING FIXTURES

CHART 2. DISTRIBUTION OF MANUFACTURERS' SALES BY PRIMARY CHANNELS: 1939



STONE, CLAY, AND GLASS PRODUCTS

DESCRIPTION OF INDUSTRIES

This group of industries, as constituted for purposes of the Census of Manufactures, includes establishments primarily engaged in manufacturing flat glass and glass containers, cement, structural clay products, pottery, concrete and gypsum products, cut-stone products, abrasive and asbestos products, etc., principally from stone, clay, and sand. Mines and quarries operated as an integral part of these manufacturing plants are classified in this group.

CEMENT

Cement.—Includes establishments primarily engaged in the manufacture of portland, natural, masonry, and puzzolan cements.

CONCRETE, GYPSUM, AND PLASTER PRODUCTS

Concrete products.—Includes establishments primarily engaged in the manufacture of concrete building blocks and shapes, pipes, and conduits, and similar products such as poles and piling, vaults, etc., from a combination of stone or gravel, sand and cement. This industry also includes establishments producing premixed or transit-mixed concrete where there are plant facilities for storage, measuring, and loading trucks. It does not include concrete construction work on buildings, bridges, etc.

Gypsum products.—Includes establishments primarily engaged in the manufacture of plaster, plasterboard, and other products composed wholly or chiefly of gypsum.

Lime.—Includes establishments primarily engaged in the manufacture of lime, chiefly from limestone and to a small extent from shells and other substances. The quarrying and burning of limestone are usually carried on by the same establishments, and for such establishments the statistics given cover both branches of the work. Establishments engaged exclusively in the quarrying of limestone are not covered by the Census of Manufactures.

Mineral wool.—Includes establishments primarily engaged in the manufacture of mineral wool for insulation made from such materials as rock, slag, etc. It also includes establishments making insulation from vermiculite ore.

Wallboard and wall plaster (except gypsum), building insulation (except mineral wool), and floor composition.—Includes establishments primarily engaged in the manufacture of wall and insulating boards (other than gypsum), nonrigid thermal insulation (except mineral wool), and floor composition (except linoleum and rubber flooring). The exceptions mentioned are included, however, in other industry classifications. The manufacture of wallboard or insulating board on paper machines without further processing is included in the paperboard industry.

CUT-STONE AND STONE PRODUCTS

Monuments, tombstones, cut-stone, and stone products not elsewhere classified.—Includes establishments primarily engaged in the cutting, shaping, and finishing of marble, granite, and other stone for building and miscellaneous uses, such as monuments and tombstones, stone furniture, and slate blackboards, etc., usually quarried by the same establishments engaged in cutting the stone to dimension. Establishments buying and selling finished or partly finished monuments and tombstones, but doing no work on the stone other than lettering and finishing to custom order are not considered a part of the manufacturing industries. The cutting of grindstones, pulpstones, and whetstones in the quarry is not included in the manufacturing industries. The quarrying and the finishing of stone are carried on to some extent by the same establishments. In such cases the returns cover both quarrying and manufacturing operations.

FLAT GLASS

Flat glass.—Includes establishments primarily engaged in the manufacture of flat glass, including plate glass, clear window glass, ornamental and structural flat glass, from raw materials. It does not include glass cutting, beveling, bending, engraving, staining, ornamenting, or making glass labels, except to the extent to which these activities are carried on by the same establishments in which the glass is manufactured.

GLASS PRODUCTS MADE OF PURCHASED GLASS

Mirrors and other glass products made of purchased glass.—Includes establishments primarily engaged in the manufacture, from purchased glass as material, of mirrors, both framed and unframed; laminated glass; stained and leaded glass; ornamental and decorated glass; glass novelties; cutting, beveling, and etching of glass.

GLASSWARE, PRESSED OR BLOWN

Glass containers.—Includes establishments primarily engaged in the manufacture of glass containers for packing and bottling and for home canning, from raw materials. It does not include glass cutting, beveling, bending, engraving, staining, ornamenting, or making of glass labels, except to the extent to which these activities are carried on by the same establishments in which the glass containers are manufactured.

Tableware, pressed or blown glass, and glassware not elsewhere classified.—Includes establishments primarily engaged in the manufacture of hand or machine-made pressed or blown glassware; scientific, technical, and industrial glass; glass cooking utensils, lenses, etc., made from raw materials. It does not include glass cutting, beveling, bending, engraving, staining, ornamenting, or making glass labels, except to the extent

to which these activities are carried on by the same establishments in which the glass is manufactured. Establishments manufacturing glassware from purchased "blanks" are included in "Mirrors and other glass products made of purchased glass."

POTTERY AND RELATED PRODUCTS

China firing and decorating (for the trade).—Includes establishments primarily engaged in firing and decorating china for the trade. Small establishments engaged in such work for private customers or to individual order are not included.

Hotel china.—Includes establishments primarily engaged in the manufacture of hotel china from clay.

Porcelain electrical supplies.—Includes establishments primarily engaged in the manufacture of porcelain electrical insulating materials from clay.

Vitreous-china plumbing fixtures.—Includes establishments primarily engaged in the manufacture of vitreous- and semivitreous-china plumbing fixtures from clay.

Whiteware.—Includes establishments primarily engaged in the manufacture of semivitreous-china types of earthenware, including cream color, white, granite, and semiporcelain ware.

Pottery products not elsewhere classified.—Includes establishments primarily engaged in the manufacture of pottery not elsewhere classified. Included are porcelain china, bone china, delft and Belleek ware; chemical porcelain, chemical stoneware; etc.

STRUCTURAL CLAY PRODUCTS

Brick and hollow structural tile.—Includes establishments primarily engaged in the manufacture of brick and hollow structural tile, including conduit, silo, and corner fireproofing, floor, arch, and combination tile; and flooring brick.

Clay refractories, including refractory cement (clay).—Includes establishments primarily engaged in the manufacture of firebrick and other heat-resisting clay products such as clay glass-house tank blocks, stoppers, floaters, and rings.

Floor and wall tile (except quarry tile).—Includes establishments primarily engaged in the manufacture of floor tile, ceramic tile, mosaic tile, glazed or enameled tile including faience, white glazed or other tile used as floor or wall tile.

Roofing tile.—Includes establishments primarily engaged in the manufacture of roofing tile from clay.

Sewer pipe and kindred products.—Includes establishments primarily engaged in the manufacture of sewer pipe and kindred products made of clay.

Terra cotta.—Includes establishments primarily engaged in the manufacture of architectural terra cotta.

Clay products (except pottery) not elsewhere classified.—Includes establishments primarily engaged in the manufacture of clay products such as stove lining, flue

lining, chimney pipe and tops, wall coping, segment blocks, drain and quarry tile, etc.

MISCELLANEOUS NONMETALLIC MINERAL PRODUCTS

Abrasive wheels, stones, paper, cloth, and related products.—Includes establishments primarily engaged in the manufacture of abrasive grinding wheels of emery, corundum, and other materials, natural or artificial; abrasive sticks, stones, bricks, paper, and cloths; buffing and polishing wheels and abrasive grains. The cutting of grindstones, pulpstones, and whetstones in the quarry is not included in the manufacturing industries.

Asbestos products (except steam packing and pipe and boiler covering).—Includes establishments primarily engaged in the manufacture of asbestos textiles, asbestos building materials, and other commodities composed wholly or chiefly of asbestos.

Minerals and earths (ground or otherwise treated).—Includes establishments primarily engaged in the grinding, pulverizing, or treating of certain earths, rocks, or minerals such as barium, barytes, borax, chalk, clays, cornwall stone, corundum, emery, feldspar, kaolin, mica, pumice, quartz, silica, and talc.

Natural graphite, ground and refined.—Includes establishments primarily engaged in the extraction from the ore or the refining of natural graphites (plumbago or black lead).

Nonclay refractories.—Includes establishments primarily engaged in the manufacture of crucibles and refractories made of materials other than clay such as graphite, magnesite, chrome, silica, silicon carbide, etc.

Sand-lime brick, block and tile.—Includes establishments primarily engaged in the manufacture of sand-lime brick, block and tile.

Statuary and art goods (except stone and concrete)—factory production.—Includes establishments primarily engaged in factory production of such articles as statuary, vases, urns, brackets, flower boxes, fountains, plaques, mantels, columns, panels, moldings, pedestals, etc., other than those made of stone and concrete, and ornamental plaster work, architectural sculptures, small images, scagliola, and papier-mâché articles. The production of statuary by individual sculptors in their own studios is not, of course, a manufacturing process and therefore is not included.

Steam and other packing, pipe and boiler covering.—Includes establishments primarily engaged in the manufacture of packing for steam, water, and other pipe joints, and for engines, air compressors, etc.; insulating materials for covering boilers and pipes; and gaskets made of fiber, paper, or any combination of materials. Establishments primarily manufacturing cork gaskets, rubber gaskets, and leather gaskets are classified elsewhere. Establishments making two or more of these classes of gaskets are included in this industry.

TABLE 1.—DISTRIBUTED SALES BY CLASSES OF CUSTOMERS, BY INDUSTRIES, FOR THE UNITED STATES: 1939

[Values expressed in thousands of dollars]

STONE, CLAY, AND GLASS PRODUCTS	DISTRIBUTED SALES										PERCENT DISTRIBUTED SALES									
	Number of establishments reporting	Total distributed sales	To or through manufacturer-owned-and-operated outlets		To other business concerns in the United States, for resale			Export, direct to buyers in other countries	To users and consumers		Total	To or through manufacturer-owned-and-operated outlets		To other business concerns in the United States, for resale			Export, direct to buyers in other countries	To users and consumers		
			Wholesale branches or offices	Retail stores	Wholesalers and jobbers	Export intermediaries	Retailers (including chains)		Industrial, etc., users ¹	Consumers at retail ²		Wholesale branches or offices	Retail stores	Wholesalers and jobbers	Export intermediaries	Retailers (including chains)		Industrial, etc., users ¹	Consumers at retail ²	
Cement.....	154	\$186,282	\$72,807	-----	\$31,204	\$921	\$12,460	\$1,044	\$36,890	-----	100.0	39.1	-----	10.8	0.6	23.8	1.0	10.8	-----	
Concrete, Gypsum, and Plaster Products																				
Concrete products.....	2,000	138,524	2,358	\$4,800	\$10,404	(³)	6,002	(³)	100,747	\$13,154	100.0	1.7	3.5	\$7.0	(³)	5.0	(³)	72.7	0.5	
Gypsum products.....	68	45,480	30,782	-----	4,002	-----	2,407	(⁴)	2,698	-----	100.0	67.7	-----	\$21.1	-----	5.3	(⁴)	5.9	-----	
Lime.....	268	37,000	\$4,146	(⁵)	6,812	327	4,905	57	10,102	1,051	100.0	\$11.2	(⁵)	18.4	0	13.3	1	61.0	4.5	
Mineral wool.....	58	8,319	\$1,902	(⁵)	2,040	-----	426	18	\$3,020	13	100.0	\$22.0	(⁵)	35.3	-----	5.1	2	30.3	2	
Wallboard and wall plaster (except gypsum), building insulation (except mineral wool), and floor composition.....	123	38,465	\$16,192	(⁴)	12,851	39	2,120	1,612	5,441	210	100.0	\$42.1	(⁵)	33.4	1	5.5	4.2	14.1	0	
Cut-Stone and Stone Products																				
Monuments, tombstones, cut-stone, and stone products not elsewhere classified.....	1,208	75,422	2,026	4,002	7,090	130	10,012	175	33,024	11,073	100.0	2.7	5.4	10.0	2	21.2	2	45.0	14.7	
Flat Glass	37	110,986	73,132	-----	715,485	-----	(⁷)	858	\$21,511	-----	100.0	65.0	-----	713.9	-----	(⁷)	8	\$10.4	-----	
Glass Products Made of Purchased Glass																				
Mirrors and other glass products made of purchased glass.....	543	53,940	8,168	690	12,322	62	13,924	285	\$17,120	1,351	100.0	15.1	1.3	22.0	1	25.8	5	\$31.8	2.5	
Glassware, Pressed or Blown																				
Glass containers.....	70	147,868	50,540	-----	18,408	443	2,137	702	60,020	498	100.0	38.2	-----	12.5	3	1.5	5	46.7	3	
Tableware, pressed or blown glass, and glassware not elsewhere classified.....	110	90,425	12,225	-----	23,000	841	20,321	1,080	31,740	240	100.0	13.5	-----	25.5	0	22.5	2.2	35.1	3	
Pottery and Related Products																				
China firing and decorating (for the trade).....	24	2,400	-----	-----	423	-----	1,092	-----	45	-----	100.0	-----	-----	17.2	-----	81.0	-----	1.8	-----	
Hotel china.....	17	9,344	-----	-----	8,258	-----	287	-----	709	-----	100.0	-----	-----	88.4	-----	3.1	-----	8.6	-----	
Porcelain electrical supplies.....	40	17,304	-----	-----	5,041	85	1,316	635	10,227	-----	100.0	-----	-----	20.1	5	7.0	3.7	59.1	-----	
Vitreous-china plumbing fixtures.....	25	20,074	0,749	-----	15,214	029	1,880	203	1,639	-----	100.0	25.3	-----	57.0	3.5	7.1	1.0	61.0	0.1	
Whiteware.....	31	27,738	-----	-----	5,732	-----	20,545	351	\$1,016	-----	100.0	-----	-----	20.7	-----	74.1	1.3	2.3	3.0	
Pottery products not elsewhere classified.....	151	17,025	200	221	5,502	143	5,949	47	4,081	783	100.0	1.8	1.3	32.3	8	34.0	3	24.0	4.0	
Structural Clay Products																				
Brick and hollow structural tile.....	784	81,770	5,372	533	20,688	124	10,979	507	30,327	4,240	100.0	0.6	7	30.3	1	13.4	0	37.1	5.2	
Clay refractories, including refractory cement (clay).....	164	42,901	12,361	-----	\$2,409	(⁸)	401	900	20,647	63	100.0	28.8	-----	\$5.8	(⁸)	9	2.2	62.1	2	
Floor and wall tile (except quarry tile).....	49	18,227	1,043	-----	7,540	83	1,001	196	\$0,307	71	100.0	10.7	-----	41.4	4	10.0	1.1	\$35.1	4	
Roofing tile.....	16	1,830	(⁹)	-----	(⁹)	-----	31	-----	\$1,790	-----	100.0	(⁹)	-----	(⁹)	-----	1.7	-----	\$99.3	-----	
Sewer pipe and kindred products.....	65	18,637	1,840	-----	\$0,125	(⁹)	3,103	(²)	4,070	427	100.0	0.9	-----	\$48.0	(⁹)	17.0	(⁹)	21.0	2.3	
Terra cotta.....	12	3,085	(¹⁰)	-----	(¹⁰)	-----	(¹⁰)	-----	\$3,085	-----	100.0	(¹⁰)	-----	(¹⁰)	-----	(¹⁰)	-----	100.0	-----	
Clay products (except pottery) not elsewhere classified.....	99	4,590	-----	(¹¹)	1,425	-----	1,010	-----	\$1,287	802	100.0	-----	(¹¹)	31.1	-----	122.1	-----	\$28.0	18.8	
Miscellaneous Nonmetallic Mineral Products																				
Abrasive wheels, stones, paper, cloth, and related products.....	124	71,940	25,447	-----	14,021	1,406	635	3,835	25,000	-----	100.0	35.4	-----	20.7	2.0	0	5.3	35.7	-----	
Asbestos products (except steam packing and pipe and boiler covering).....	79	59,557	32,978	-----	11,553	100	855	973	12,064	38	100.0	55.4	-----	19.4	3	1.5	1.6	21.8	(¹²)	
Minerals and earths (ground or otherwise treated).....	226	37,991	7,032	-----	2,979	62	350	2,307	24,060	205	100.0	20.0	-----	7.8	2	0	6.1	63.3	8	
Natural graphite (ground and refined).....	6	1,584	-----	-----	88	-----	(¹³)	22	\$1,474	-----	100.0	-----	-----	5.5	-----	(¹⁴)	1.4	93.1	-----	
Nonclay refractories.....	45	28,571	17,524	-----	\$1,151	(¹⁴)	(¹⁴)	231	9,665	-----	100.0	61.4	-----	\$4.0	(¹⁴)	(¹⁴)	8	33.8	-----	
Sand-lime brick, block and tile.....	27	2,040	-----	-----	1,210	-----	263	-----	358	200	100.0	-----	-----	59.8	-----	12.9	-----	17.5	0.8	
Statuary and art goods (except stone and concrete)—factory production.....	120	3,055	(¹⁵)	\$531	1,000	-----	652	-----	1,274	188	100.0	(¹⁵)	\$14.5	27.4	-----	18.1	-----	34.0	5.1	
Steam and other packing, pipe and boiler covering.....	132	39,880	5,008	-----	12,784	389	188	643	20,066	112	100.0	12.8	-----	32.0	1.0	5	1.0	51.8	3	

¹ Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).² Includes farmers, household consumers, and employees at retail.³ Sales to export intermediaries and direct export sales combined with sales to wholesalers and jobbers to avoid disclosure.⁴ Direct export sales combined with sales to wholesalers and jobbers to avoid disclosure.⁵ Sales to or through own retail stores combined with sales to or through own wholesale branches or offices to avoid disclosure.⁶ Interplant transfers included to avoid disclosure.⁷ Sales to retailers combined with sales to wholesalers and jobbers to avoid disclosure.⁸ Sales to export intermediaries combined with sales to wholesalers and jobbers to avoid disclosure.⁹ Sales to or through own wholesale branches or offices and to wholesalers and jobbers combined with sales to industrial, etc., users to avoid disclosure.¹⁰ Sales to or through own wholesale branches or offices and to retailers combined with sales to industrial, etc., users to avoid disclosure.¹¹ Sales to or through own retail stores combined with sales to retailers to avoid disclosure.¹² Less than one-tenth of 1 percent.¹³ Interplant transfers and sales to retailers combined with sales to industrial, etc., users to avoid disclosure.¹⁴ Sales to export intermediaries and to retailers combined with sales to wholesalers and jobbers to avoid disclosure.¹⁵ Sales to or through own wholesale branches or offices combined with sales to or through own retail stores to avoid disclosure.

CENSUS OF BUSINESS

TABLE 2.—DISTRIBUTED SALES BY CLASS-OF-CUSTOMER GROUPS, AND INTERPLANT TRANSFERS, BY INDUSTRIES, FOR THE UNITED STATES: 1939

[Values expressed in thousands of dollars]

STONE, CLAY, AND GLASS PRODUCTS	Number of establishments re- porting	Total distributed sales	DISTRIBUTED SALES										INTERPLANT TRANS- FERS			TOTAL DISTRIB- UTED SALES AND INTER- PLANT TRANS- FERS	
			To or through manufacturer- owned-and- operated out- lets		To other busi- ness concerns in the United States, for resale		Export, di- rect to buyers in other coun- tries		To industrial, etc., users ¹		To consumers at retail ²		Number of estab- lishments			Number of estab- lishments reporting	Amount
			Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Total re- porting	Using ex- clusively	Amount		
Cement	154	\$186,282	\$72,867	39.1	\$74,575	40.1	\$1,944	1.0	\$36,896	10.8			13		\$337	154	\$186,619
Concrete, Gypsum, and Plaster Prod- ucts	2,000	138,524	7,257	5.2	17,366	12.6	(³)	(³)	100,747	72.7	\$13,154	9.5	21		89	2,000	138,613
Gypsum products	68	45,460	30,782	67.7	12,000	26.4	(³)	(³)	2,698	5.9			30		4,581	68	50,070
Lime	268	37,000	4,146	11.2	12,044	32.6	67	.1	10,102	51.6	1,651	4.5	31	1	1,128	269	38,128
Mineral wool	58	8,310	1,902	22.9	3,306	40.4	18	.2	3,020	36.3		.2	(³)	(³)	(³)	58	8,310
Wallboard and wall plaster (except gypsum), building insulation (except mineral wool), and floor composition	123	38,465	16,102	42.1	15,010	39.0	1,612	4.2	5,441	14.1	210	.6	8	1	611	124	39,076
Cut-Stone and Stone Products																	
Monuments, tombstones, cut-stone, and stone products not elsewhere classified	1,208	75,422	6,118	8.1	24,132	32.0	175	.2	33,024	45.0	11,073	14.7	13		1,303	1,208	76,815
Flat Glass																	
Flat glass	37	110,986	73,132	65.9	15,485	13.9	858	.8	21,511	10.4			(³)	(³)	(³)	37	110,986
Glass Products Made of Purchased Glass																	
Mirrors and other glass products made of purchased glass	543	53,940	8,867	16.4	26,308	48.8	285	.5	17,129	31.8	1,351	2.5	(³)	(³)	(³)	543	53,940
Glassware, Pressed or Blown																	
Glass containers	76	147,868	56,540	38.2	21,048	14.3	702	.5	60,020	40.7	408	.3	8	1	2,045	77	149,913
Tableware, pressed or blown glass, and glassware not elsewhere classified	110	90,425	12,225	13.5	44,222	48.9	1,080	2.2	31,740	35.1	240	.3	13	5	8,034	115	98,459
Pottery and Related Products																	
China firing and decorating (for the trade)	24	2,460			2,415	98.2			45	1.8						24	2,460
Hotel china	17	9,344			8,545	91.5			799	8.5						17	9,344
Porcelain electrical supplies	40	17,304			6,442	37.2		635	3.7	10,227	59.1					42	21,172
Vitreous-china plumbing fixtures	25	20,674	6,740	25.3	18,023	87.6	263	1.0	1,639	6.1			9	2	3,868	25	20,833
Whiteware	31	27,738			26,277	94.8	851	1.3	494	4.3	1,016	3.6	5		150	31	27,738
Pottery products not elsewhere classi- fied	151	17,025	520	3.1	11,594	68.0	47	.3	4,081	24.0	788	4.6	(³)		(³)	151	17,089
Structural Clay Products																	
Brick and hollow structural tile	784	81,770	5,905	7.3	40,701	49.8	507	.6	30,327	37.1	4,240	5.2	38		292	784	82,062
Clay refractories, including refractory cement (clay)	104	42,901	12,361	28.8	2,870	6.7	960	2.2	26,647	62.1	63	.2	11	1	180	105	43,081
Floor and wall tile (except quarry tile)	49	18,227	1,043	10.7	9,620	52.7	196	1.1	6,307	35.1	71	.4	(³)	(³)	(³)	49	18,227
Roofing tile	18	1,830	(³)	(³)	81	1.7			1,799	98.3						18	1,830
Sewer pipe and kindred products	65	18,637	1,846	9.9	12,288	66.0	(³)	(³)	4,076	21.9	427	2.3	8		114	65	18,751
Terra cotta	12	3,085	(³)	(³)	(³)	(³)			3,085	100.0						12	3,085
Clay products (except pottery) not elsewhere classified	99	4,590	(³)	(³)	2,441	53.2			1,287	28.0	862	18.8	(³)	(³)	(³)	99	4,590
Miscellaneous Nonmetallic Mineral Products																	
Abrasive wheels, stones, paper, cloth, and related products	124	71,940	25,447	35.4	10,902	23.6	3,835	5.3	25,696	35.7			5		1,043	124	72,983
Asbestos products (except steam pack- ing and pipe and boiler covering)	79	50,557	32,978	65.4	12,604	21.2	973	1.6	12,064	21.8	38	(³)	10		5,930	79	65,487
Minerals and earths (ground or other- wise treated)	226	37,901	7,932	20.9	3,391	8.9	2,307	6.1	24,066	63.3	295	.8	11		303	226	38,294
Natural graphite (ground and refined)	6	1,584			88	5.5	22	1.4	1,474	93.1			(³)	(³)	(³)	6	1,584
Nonclay refractories	45	28,571	17,524	61.4	1,151	4.0	231	.8	9,665	33.8			(³)	(³)	(³)	46	28,915
Sand-lime brick, block and tile	27	2,040			1,482	72.7			358	17.5	200	9.8	7	1	344	27	2,040
Statuary and art goods (except stone and concrete)—factory production	126	3,655	531	14.5	1,662	45.5			1,274	34.0	188	5.1				126	3,655
Steam and other packing, pipe and boiler covering	132	39,880	5,098	12.8	13,361	33.5	643	1.6	20,666	51.8	112	.3	5	2	376	134	40,256

¹ Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).² Includes farmers, household consumers, and employees at retail.³ Direct export sales combined with sales to "Other business concerns in the United States" to avoid disclosure.⁴ Interplant transfers combined with sales to industrial, etc., users to avoid disclosure.⁵ Omitted to avoid disclosure.⁶ Sales to or through manufacturer-owned-and-operated outlets and to wholesalers and jobbers combined with sales to industrial, etc., users to avoid disclosure.⁷ Sales to or through manufacturer-owned-and-operated outlets and to "Other business concerns in the United States" combined with sales to industrial, etc., users to avoid disclosure.⁸ Sales to or through manufacturer-owned-and-operated outlets combined with sales to "Other business concerns in the United States" to avoid disclosure.⁹ Less than one-tenth of 1 percent.¹⁰ Includes interplant transfers and sales to retailers.

TABLE 3.—DISTRIBUTED SALES BY INDUSTRIES AND BY CLASSES OF CUSTOMERS, FOR THE UNITED STATES: 1939, 1935, AND 1929

[For comparative purposes, direct export sales omitted. Values expressed in thousands of dollars]

STONE, CLAY, AND GLASS PRODUCTS	TOTAL DISTRIBUTED SALES (EXCLUDING DIRECT EXPORT)		SALES TO OR THROUGH MANUFACTURER - OWNED - AND - OPERATED OUTLETS				SALES TO OTHER BUSINESS CONCERNS IN THE UNITED STATES, FOR RESALE				SALES TO USERS AND CONSUMERS			
			Wholesale branches or offices		Retail stores		Wholesalers and jobbers ¹		Retailers (including chains)		Industrial, etc., users ²		Consumers at retail ³	
	Number of establishments reporting	Amount	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total
Cement														
Cement:														
1939.....	154	\$184,338	\$72,867	39.6	-----	-----	\$32,125	17.4	\$42,450	23.0	\$30,896	20.0	-----	-----
1935.....	148	114,648	27,382	23.9	-----	-----	28,564	24.9	20,419	25.7	20,193	25.6	-----	-----
1929.....	160	266,604	16,087	6.3	-----	-----	190,639	70.0	(⁴)	(⁴)	42,078	10.8	-----	-----
Concrete, Gypsum, and Plaster Products														
Concrete products:														
1939.....	2,000	138,624	2,358	1.7	\$4,899	3.5	\$10,404	7.6	0,902	5.0	100,747	72.7	\$13,154	9.5
1935.....	1,108	47,447	1,224	2.6	267	.5	5,003	10.7	4,060	8.8	30,025	63.2	5,310	11.2
1929.....	2,438	92,720	\$2,779	\$3.0	(⁵)	(⁵)	\$10,553	\$17.8	(⁴)	(⁴)	73,397	79.2	(⁷)	(⁷)
Gypsum products; mineral wool; wallboard and wall plaster (except gypsum), building insulation (except mineral wool), and floor composition:														
1939.....	240	90,043	48,870	53.9	-----	-----	25,432	28.1	4,053	5.5	11,160	12.3	223	.2
Gypsum products.....	08	45,489	30,782	67.7	-----	-----	\$9,002	\$21.1	2,407	5.3	2,068	5.9	-----	-----
Mineral wool.....	58	8,301	\$1,902	\$22.9	(⁶)	(⁶)	2,040	35.4	426	5.1	\$3,020	\$30.4	13	.2
Wallboard and wall plaster (except gypsum), building insulation (except mineral wool), and floor composition.....	123	39,853	\$10,102	\$43.9	(⁶)	(⁶)	12,800	35.0	2,120	5.7	5,441	14.8	210	.6
1935.....	184	48,013	\$0,129	\$1.9	-----	-----	15,315	31.0	0,241	13.0	5,078	12.5	350	.7
1929.....	230	70,063	\$5,400	\$7.7	(⁶)	(⁶)	\$50,201	\$79.5	(⁴)	(⁴)	\$9,002	\$12.8	(⁵)	(⁵)
Lime														
Lime:														
1939.....	208	30,043	\$4,146	\$11.2	(⁷)	(⁷)	7,130	10.3	4,005	13.3	10,102	61.7	1,051	4.6
1935.....	182	22,016	2,360	10.4	(⁷)	(⁷)	6,438	24.1	3,510	15.5	\$10,909	\$48.2	403	1.8
1929.....	237	35,816	3,312	9.2	-----	-----	9,983	27.9	0,040	25.3	13,472	37.0	-----	-----
Cut-Stone and Stone Products														
Monuments, tombstones, cut-stone, and stone products not elsewhere classified:														
1939.....	1,208	75,247	2,020	2.7	4,002	5.4	8,120	10.8	10,012	21.3	33,024	45.1	11,073	14.7
1935.....	1,304	54,004	\$1,515	\$2.8	740	1.4	3,683	6.7	13,723	26.1	18,174	33.3	10,700	30.7
1929.....	1,627	181,098	\$8,611	\$4.7	(⁸)	(⁸)	\$61,877	\$33.8	(⁴)	(⁴)	80,001	47.3	26,700	14.2
Glass														
Flat glass; glass containers; and tableware, pressed or blown glass, and glassware not elsewhere classified:														
1939.....	223	345,079	141,897	41.0	-----	-----	58,297	10.0	22,458	6.5	122,280	35.4	747	.2
Flat glass.....	37	110,128	73,132	66.4	-----	-----	\$15,485	\$14.1	(⁹)	(⁹)	\$21,511	\$19.5	-----	-----
Glass containers.....	76	147,106	50,540	38.4	-----	-----	18,011	12.0	2,137	1.5	69,020	46.9	498	.3
Tableware, pressed or blown glass, and glassware not elsewhere classified.....	110	88,445	12,225	13.8	-----	-----	23,001	27.0	20,321	23.0	31,740	36.0	240	.3
1935.....	201	271,082	118,035	43.5	-----	-----	45,534	10.8	22,068	8.5	83,555	31.0	590	.2
1929.....	255	287,240	(¹¹)	(¹¹)	1,383	.6	161,822	52.9	22,728	7.9	111,313	38.7	(⁷)	(⁷)
Glass Products Made of Purchased Glass														
Mirrors and other glass products made of purchased glass:														
1939.....	543	53,655	8,168	15.2	609	1.3	12,384	23.1	13,924	20.0	\$17,129	\$31.9	1,351	2.5
1935.....	493	46,680	15,332	32.8	154	.3	8,191	17.6	11,403	24.4	10,916	23.4	890	1.5
1929.....	304	31,890	1,983	6.2	215	.7	10,815	32.3	0,897	21.3	12,010	37.7	500	1.8
Pottery and Related Products														
China firing and decorating (for the trade):														
1939.....	24	2,400	-----	-----	-----	-----	423	17.2	1,992	81.0	45	1.8	-----	-----
1935.....	19	1,476	-----	-----	-----	-----	111	7.5	1,338	90.7	27	1.8	-----	-----
1929.....	16	1,246	-----	-----	-----	-----	446	35.8	800	64.2	-----	-----	-----	-----
Vitreous-china plumbing fixtures; hotel china; whiteware; porcelain electrical supplies; and pottery products not elsewhere classified:														
1939.....	204	90,780	7,048	7.3	221	.2	40,004	42.3	20,977	31.0	16,840	17.4	1,700	1.8
Hotel china.....	17	9,344	-----	-----	-----	-----	8,258	88.4	287	3.1	799	8.5	-----	-----
Porcelain electrical supplies.....	40	16,680	-----	-----	-----	-----	5,126	30.7	1,816	7.9	10,227	61.4	-----	-----
Vitreous-china plumbing fixtures.....	25	26,411	6,749	25.6	-----	-----	10,143	61.1	1,880	7.1	1,030	6.2	-----	-----
Whiteware.....	31	27,387	-----	-----	-----	-----	5,732	20.9	20,545	75.0	\$94	\$4	1,016	3.7
Pottery products not elsewhere classified.....	151	16,078	299	1.8	221	1.3	5,645	33.3	5,940	35.0	4,081	24.0	783	4.6
1935.....	239	63,033	3,438	5.4	483	.8	24,404	38.7	21,729	34.5	12,726	20.2	258	.4
1929.....	313	116,405	17,252	14.8	(¹²)	(¹²)	49,487	42.5	12,761	23.8	21,680	18.5	435	.4

See footnotes at end of table.

CENSUS OF BUSINESS

TABLE 3.—DISTRIBUTED SALES BY INDUSTRIES AND BY CLASSES OF CUSTOMERS, FOR THE UNITED STATES: 1939, 1935, AND 1929—Continued

[For comparative purposes, direct export sales omitted. Values expressed in thousands of dollars]

STONE, CLAY, AND GLASS PRODUCTS	TOTAL DISTRIBUTED SALES (EXCLUDING DIRECT EXPORT)		SALES TO OR THROUGH MANUFACTURER - OWNED - AND - OPERATED OUTLETS				SALES TO OTHER BUSINESS CONCERNS IN THE UNITED STATES, FOR RESALE				SALES TO USERS AND CONSUMERS			
			Wholesale branches or offices		Retail stores		Wholesalers and jobbers ¹		Retailers (including chains)		Industrial, etc., users ²		Consumers at retail ³	
	Number of establishments reporting	Amount	Amount	Per cent of total	Amount	Per cent of total	Amount	Per cent of total	Amount	Per cent of total	Amount	Per cent of total	Amount	Per cent of total
Structural Clay Products and Nonclay Refractories														
Clay products and nonclay refractories: 1939.....	1,234	\$197,717	\$39,046	19.7	\$533	0.3	\$51,611	26.1	\$17,581	8.9	\$83,283	42.1	\$5,063	2.6
Brick and hollow structural tile.....	784	81,203	5,372	6.6	533	.7	20,812	30.7	10,979	13.5	30,327	37.3	4,240	5.2
Clay refractories, including refractory cement (clay).....	164	41,941	12,361	29.5	-----	-----	2,469	5.9	401	.9	26,047	63.5	63	.2
Floor and wall tile (except quarry tile).....	49	18,031	1,943	10.8	-----	-----	7,029	42.3	1,901	11.0	8,307	35.5	71	.4
Nonclay refractories.....	45	28,340	17,524	61.8	-----	-----	1,151	4.1	(4)	(4)	9,605	34.1	-----	-----
Roofing tile.....	16	1,830	(13)	(13)	-----	-----	(13)	(13)	31	1.7	1,799	98.3	-----	-----
Sewer pipe and kindred products.....	65	18,637	1,846	9.9	-----	-----	9,125	48.9	3,163	17.0	4,070	21.9	427	2.3
Terra cotta.....	12	3,085	(14)	(14)	-----	-----	-----	-----	(14)	(14)	3,085	100.0	-----	-----
Clay products (except pottery) not elsewhere classified.....	99	4,500	-----	-----	(15)	(15)	1,425	31.1	12,101	22.1	1,287	28.0	802	18.8
1935.....	979	101,558	9,537	9.4	-----	-----	22,926	22.6	11,138	11.0	54,801	54.0	3,066	3.0
1929.....	1,749	302,130	19,740	6.5	(6)	(6)	129,079	42.7	(7)	(7)	153,317	50.8	(7)	(7)
Miscellaneous Nonmetallic Mineral Products														
Abrasive wheels, stones, paper, cloth, and related products:														
1939.....	124	68,105	25,447	37.4	-----	-----	16,327	24.0	635	.9	25,660	37.7	-----	-----
1935.....	87	48,662	23,395	47.8	-----	-----	5,799	11.8	543	1.1	19,225	39.3	-----	-----
1929.....	78	40,373	-----	-----	-----	-----	18,414	37.3	431	.9	30,528	61.8	-----	-----
Asbestos products (except steam packing and pipe and boiler covering); and steam and other packing, pipe and boiler covering:														
1939.....	211	97,821	38,070	38.9	-----	-----	24,922	25.5	1,043	1.1	33,630	34.4	150	.1
Asbestos products (except steam packing and pipe and boiler covering):														
1939.....	70	58,584	32,078	50.3	-----	-----	11,740	20.1	855	1.5	12,964	22.1	38	(14)
Steam and other packing, pipe and boiler covering.....	132	30,237	5,998	13.0	-----	-----	13,173	33.0	188	.5	20,660	52.0	112	.3
1935.....	184	60,020	10,170	20.0	-----	-----	19,580	29.7	1,976	3.0	24,935	37.8	353	.5
Asbestos products (except steam packing and pipe and boiler covering):														
1939.....	68	40,022	17,090	44.2	-----	-----	10,183	25.4	1,222	3.1	10,055	20.0	272	.7
Steam and other packing, pipe and boiler covering.....	110	25,098	1,480	5.7	-----	-----	9,307	30.1	764	2.9	14,280	55.0	81	.3
1929.....	238	101,401	28,214	27.8	-----	-----	38,970	38.4	(4)	(4)	34,277	33.8	-----	-----
Minerals and earths (ground or otherwise treated):														
1939.....	225	35,684	7,932	22.3	-----	-----	3,041	8.5	350	1.0	24,066	67.4	205	.8
1935.....	163	20,200	2,703	13.3	-----	-----	1,808	8.9	92	.5	15,657	77.3	-----	-----
Natural graphite (ground and refined):														
1939.....	6	1,502	-----	-----	-----	-----	88	5.8	(15)	(15)	1,474	94.4	-----	-----
1935.....	9	2,108	-----	-----	-----	-----	148	7.0	(4)	(4)	1,900	93.0	-----	-----
Sand-lime brick, block and tile:														
1939.....	27	2,040	-----	-----	-----	-----	1,219	59.8	263	12.0	358	17.5	200	9.8
1935.....	19	709	-----	-----	-----	-----	425	59.9	163	23.0	121	17.1	-----	-----
1929.....	40	3,146	-----	-----	-----	-----	1,049	62.4	(4)	(4)	1,497	47.0	(7)	(7)
Statuary and art goods (except stone and concrete)—factory production:														
1939.....	120	3,655	(17)	(17)	17,531	17.4	1,000	27.4	662	18.1	1,274	34.0	188	5.1
1935.....	102	2,828	208	9.5	(18)	(18)	493	17.4	13,575	20.3	970	34.5	516	18.3
1929.....	165	9,559	(11)	(11)	-----	-----	1,279	13.4	1,130	11.8	6,303	65.0	847	8.9

¹ Export intermediaries included for comparative purposes.² Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).³ Includes farmers, household consumers, and employees at retail.⁴ Sales to retailers combined with sales to wholesalers and jobbers to avoid disclosure.⁵ Direct export sales included to avoid disclosure.⁶ Sales to or through own retail stores combined with sales to or through own wholesale branches or offices to avoid disclosure.⁷ Sales to consumers at retail combined with sales to industrial, etc., users to avoid disclosure.⁸ Interplant transfers included to avoid disclosure.⁹ Sales to or through own retail stores combined with sales to industrial, etc., users to avoid disclosure.¹⁰ Revised for comparative purposes, see explanation, p. 2.¹¹ Sales to or through own wholesale branches or offices combined with sales to wholesalers and jobbers to avoid disclosure.¹² Sales to or through own retail stores combined with sales to retailers to avoid disclosure.¹³ Sales to or through own wholesale branches or offices and wholesalers and jobbers combined with sales to industrial, etc., users to avoid disclosure.¹⁴ Sales to or through own wholesale branches or offices and to retailers combined with sales to industrial, etc., users to avoid disclosure.¹⁵ Less than one-tenth of 1 percent.¹⁶ Sales to retailers and interplant transfers combined with sales to industrial, etc., users to avoid disclosure.¹⁷ Sales to or through own wholesale branches or offices combined with sales to or through own retail stores to avoid disclosure.

DISTRIBUTION OF MANUFACTURERS' SALES: 1939

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TABLE 4.—NUMBER OF ESTABLISHMENTS, BY INDUSTRIES AND BY CLASSES OF CUSTOMERS, FOR THE UNITED STATES: 1939

STONE, CLAY, AND GLASS PRODUCTS	Number of establishments reporting distributed sales and transfers	ESTABLISHMENTS REPORTING DISTRIBUTED SALES																		
		ESTABLISHMENTS REPORTING INTERPLANT TRANSFERS ¹		Total ²	To or through manufacturer-owned-and-operated outlets				To other business concerns in the United States, for resale						Export, direct to buyers in other countries		To users and consumers			
		Number	Using exclusively		Wholesale branches or offices		Retail stores		Wholesalers and jobbers		Export intermediaries		Retailers (including chains)		Number	Using exclusively	Industrial, etc., users ³	Selling exclusively	Number	Selling exclusively
					Number	Selling exclusively	Number	Selling exclusively	Number	Selling exclusively	Number	Selling exclusively	Number	Selling exclusively						
Cement	154	13		154	00	48			39	2	0		58	1	13		89	3		
Concrete, Gypsum, and Plaster Products																				
Concrete products.....	2,009	21		2,009	10	5	80	54	\$ 430	\$ 127	(9)	(9)	423	136	(9)	(9)	1,255	771	070	215
Gypsum products.....	68	30		68	35	32			\$ 25	\$ 11			15	2	(9)	(9)	15	4		
Lime.....	280	31	1	267	7 22	7 8	(7)	(7)	109	16	7	1	78	4	12		108	34	130	38
Mineral wool.....	58	(9)	(9)	58	7 5	7 5	(7)	(7)	40	12			15	2	5		\$ 34	\$ 0	7	
Wallboard and wall plaster (except gypsum), building insulation (except mineral wool), and floor composition.....	124	8	1	123	7 18	7 10	(7)	(7)	00	23	7		35	10	11		54	24	18	5
Cut-Stone and Stone Products																				
Monuments, tombstones, cut-stone, and stone products not elsewhere classified.....	1,208	13		1,208	25	14	77	01	184	80	7		253	143	10		420	286	487	303
Flat Glass																				
Flat glass.....	37	(9)	(9)	37	17	8			\$ 24	\$ 11			(9)	(9)	8		\$ 15	\$ 1		
Glass Products Made of Purchased Glass																				
Mirrors and other glass products made of purchased glass.....	543	(9)	(9)	543	7	5	16	0	215	80	13		104	71	17		\$ 300	\$ 151	118	13
Glassware, Pressed or Blown																				
Glass containers.....	77	8	1	76	29	16			38	0	12		9		16		48	11	5	
Tableware, pressed or blown glass, and glassware not elsewhere classified.....	115	13	5	110	0	3			82	31	8		43	7	33		48	10	10	
Pottery and Related Products																				
China firing and decorating (for the trade).....	24			24					10	7			13	10			3	3		
Hotel china.....	17			17					10	10			4				6			
Porcelain electrical supplies.....	42	0	2	40					10	3	3		0	1	15		33	14		
Vitreous-china plumbing fixtures.....	25	5		25	7				19	3	13		7		0		6	1		
Whiteware.....	31	(9)		31					10				30	8	0		\$ 4	1	7	
Pottery products not elsewhere classified.....	151	5		151	4		6	1	70	22	0		81	31	9		50	23	20	2
Structural Clay Products																				
Brick and hollow structural tile.....	784	38		784	49	26	12	2	380	108	5	1	237	10	12		491	128	292	28
Clay refractories, including refractory cement (clay).....	165	11	1	164	30	32			52	105	(10)	(10)	19		27		125	55	8	
Floor and wall tile (except quarry tile).....	49	(9)	(9)	49	8	1			28	5	5		16	1	8		\$ 30	\$ 7	4	
Roofing tile.....	16			16	(11)	(11)			(11)	(11)			4	1			11	15	11	
Sewer pipe and kindred products.....	65	8		65	9	3			\$ 47	\$ 12	(9)	(9)	20		(9)	(9)	41	3	33	
Terra cotta.....	12			12	(12)	(12)							(12)	(12)			12	12		
Clay products (except pottery) not elsewhere classified.....	90	(9)	(9)	90			(13)	(13)	37	8			13	13			\$ 31	\$ 10	04	23
Miscellaneous Nonmetallic Mineral Products																				
Abrasive wheels, stones, paper, cloth, and related products.....	124	5		124	15	2			77	15	20		15		36		103	36		
Asbestos products (except steam packing and pipe and boiler covering).....	79	10		79	20	10			40	14	14		22	7	9		38	10	3	3
Minerals and earths (ground or otherwise treated).....	226	11		226	19	18			56	12	6		10	2	37	1	184	114	16	3
Natural graphite (ground and refined).....	6	(14)	(14)	6					3				(14)	(14)			14	6	14	
Nonclay refractories.....	46	7	1	45	10	14			13	8	(15)	(15)	(15)	3	8		28	17		
Sand-lime brick, block and tile.....	27			27					0	5			13	3			15	4	0	2
Statuary and art goods (except stone and concrete)—factory production.....	126			126	(16)	(16)	16	4	34	33			46	22			45	31	8	4
Steam and other packing, pipe and boiler covering.....	134	5	2	132	15	2			77	14	10		15		24		99	41	0	1

¹ See definition for "Interplant transfers," p. 3.² Establishments reporting distributed sales are obtained by subtracting "Establishments reporting interplant transfers—using exclusively" from "Establishments reporting distributed sales and transfers."³ Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).⁴ Includes farmers, household consumers, and employees at retail.⁵ Establishments reporting sales to export intermediaries and direct export sales combined with wholesalers and jobbers to avoid disclosure.⁶ Establishments reporting direct export sales combined with wholesalers and jobbers to avoid disclosure.⁷ Establishments reporting sales to or through own retail stores combined with own wholesale branches or offices to avoid disclosure.⁸ Establishments reporting interplant transfers combined with industrial, etc., users to avoid disclosure.⁹ Establishments reporting sales to retailers combined with wholesalers and jobbers to avoid disclosure.¹⁰ Establishments reporting sales to export intermediaries combined with wholesalers and jobbers to avoid disclosure.¹¹ Establishments reporting sales to or through own wholesale branches or offices and wholesalers and jobbers combined with industrial, etc., users to avoid disclosure.¹² Establishments reporting sales to or through own wholesale branches or offices and retailers combined with industrial, etc., users to avoid disclosure.¹³ Establishments reporting sales to or through own retail stores combined with retailers to avoid disclosure.¹⁴ Establishments reporting interplant transfers and sales to retailers combined with industrial, etc., users to avoid disclosure.¹⁵ Establishments reporting sales to export intermediaries and retailers combined with wholesalers and jobbers to avoid disclosure.¹⁶ Establishments reporting sales to or through own wholesale branches or offices combined with own retail stores to avoid disclosure.

TABLE 5.—RECONCILIATION OF MANUFACTURES VALUE OF PRODUCTS WITH TOTAL DISTRIBUTED SALES, AND NUMBER OF ESTABLISHMENTS REPORTING SALES WITH NUMBER OF ESTABLISHMENTS IN INDUSTRY (MANUFACTURES): 1939

[Values expressed in thousands of dollars]

STONE, CLAY, AND GLASS PRODUCTS	Value of products ¹	INVENTORY ¹ (FINISHED PRODUCTS)		Purchased merchandise sold without processing (+)	Receipts for contract and repair work ¹ (—)	Value of products not distributed (—)	Interplant transfers (—)	Value of products adjusted for distribution ² (A+B+D) minus (C+E+F+G)	Total distributed sales reported	Total number of establishments ¹	NUMBER OF ESTABLISHMENTS REPORTING			
		Beginning of year 1939 (+)	End of year 1939 (—)								Exclusive contract work	No distribution of sales	Exclusive interplant transfers	Distribution of sales
A	B	C	D	E	F	G								
Cement	\$192,611	\$21,117	\$20,304	\$1,400	—	\$6,320	\$337	\$188,170	\$186,282	160	—	0	—	154
Concrete, Gypsum, and Plaster Products														
Concrete products	130,393	6,504	6,809	7,955	\$637	1,220	80	136,007	138,524	2,040	—	31	—	2,009
Gypsum products	46,242	1,060	1,740	3,943	—	—	4,581	45,521	45,489	68	—	—	—	68
Lime	36,971	1,166	1,188	840	—	—	1,128	36,067	37,000	269	—	—	1	268
Mineral wool	8,238	256	313	108	—	—	(³)	8,340	8,319	58	—	—	—	58
Wallboard and wall plaster (except gypsum), building insulation (except mineral wool), and floor composition	35,754	2,485	2,385	3,331	—	—	011	38,574	38,405	124	—	—	1	123
Cut-Stone and Stone Products														
Monuments, tombstones, cut-stone, and stone products not elsewhere classified	75,812	6,685	6,636	3,120	540	1,520	1,303	75,413	75,422	1,244	—	36	—	1,208
Flat Glass														
Flat glass	102,389	13,833	5,853	118	—	—	(³)	110,487	110,986	37	—	—	(³)	37
Glass Products Made of Purchased Glass														
Mirrors and other glass products made of purchased glass	40,886	2,161	2,210	4,945	440	595	(³)	53,738	53,040	557	4	10	(³)	543
Glassware, Pressed or Blown														
Glass containers	158,272	20,418	22,210	1,740	—	—	2,045	156,175	147,808	77	—	—	1	76
Tableware, pressed or blown glass, and glassware not elsewhere classified	97,317	9,244	8,614	302	—	—	8,034	89,075	90,425	115	—	—	5	110
Pottery and Related Products														
China firing and decorating (for the trade)	2,334	212	230	175	—	—	—	2,482	2,400	24	—	—	—	24
Hotel china	9,360	1,477	1,405	—	—	—	—	9,342	9,344	17	—	—	—	17
Porcelain electrical supplies	20,817	2,540	2,421	510	—	—	3,808	17,584	17,304	42	—	—	2	40
Vitreous-china plumbing fixtures	21,979	3,593	2,306	3,634	—	—	159	20,741	20,674	25	—	—	—	25
Whiteware	27,801	2,530	2,007	353	—	—	(³)	27,777	27,738	31	—	—	—	31
Pottery products not elsewhere classified	10,593	2,431	2,414	426	8	—	04	10,064	17,025	151	—	—	—	151
Structural Clay Products														
Brick and hollow structural tile	78,153	15,001	14,287	2,884	—	1,243	262	80,216	81,770	800	—	16	—	784
Clay refractories, including refractory cement (clay)	42,191	8,498	8,098	469	—	—	180	42,850	42,901	165	—	—	1	164
Floor and wall tile (except quarry tile)	17,059	2,581	2,558	451	—	—	(³)	18,138	18,227	40	—	(³)	—	49
Roofing tile	1,825	400	424	—	—	—	—	1,801	1,830	16	—	—	—	16
Sewer pipe and kindred products	18,296	3,806	4,041	577	—	—	114	18,584	18,637	65	—	—	—	65
Terra cotta	3,175	484	510	—	—	—	—	3,140	3,085	12	—	—	—	12
Clay products (except pottery) not elsewhere classified	4,450	693	626	213	—	—	(³)	4,730	4,500	99	—	—	(³)	99
Miscellaneous Nonmetallic Mineral Products														
Abrasive wheels, stones, paper, cloth, and related products	71,271	8,138	8,416	1,399	80	—	1,043	71,263	71,940	124	—	—	—	124
Asbestos products (except steam packing and pipe and boiler covering)	60,774	6,142	6,184	3,636	7	—	5,030	58,431	59,557	70	—	—	—	70
Minerals and earths (ground or otherwise treated)	38,903	2,529	2,406	818	—	1,528	303	38,013	37,991	237	—	11	—	226
Natural graphite (ground and refined)	1,251	90	80	330	—	—	(³)	1,588	1,584	6	—	(³)	—	6
Nonclay refractories	26,900	3,474	3,328	62	—	—	344	26,770	28,571	46	—	—	1	45
Sand-lime brick, block and tile	1,916	80	81	74	—	—	—	1,989	2,040	27	—	—	—	27
Statuary and art goods (except stone and concrete)—factory production	3,440	311	304	314	—	—	—	3,761	3,655	126	—	—	—	126
Steam and other packing, pipe and boiler covering	37,170	2,767	2,856	3,456	21	—	376	40,143	39,880	134	—	—	2	132

¹ From Census of Manufactures.

² See explanation under "Correlation with Census of Manufactures," p. 2.

³ Omitted to avoid disclosure.

⁴ Interplant transfers included to avoid disclosure.

TABLE 6.—DISTRIBUTED SALES NEGOTIATED THROUGH AGENTS, BROKERS, AND COMMISSION HOUSES AND NUMBER OF ESTABLISHMENTS REPORTING, BY INDUSTRIES, FOR THE UNITED STATES: 1939 AND 1935

[Values expressed in thousands of dollars]

STONE, CLAY, AND GLASS PRODUCTS	DISTRIBUTED SALES									
	1939					1935				
	Total	Through agents, brokers, and commission houses (excluding manufacturers' own sales force)				Total	Through agents, brokers, and commission houses (excluding manufacturers' own sales force)			
		Amount	Percent of total	Number of establishments			Amount	Percent of total	Number of establishments	
Total reporting	Selling exclusively			Total reporting	Selling exclusively					
Cement										
Cement.....	\$184,338	(1)	(1)	(1)	(1)	\$114,548	\$1,650	1.4	6	-----
Concrete, Gypsum, and Plaster Products										
Concrete products.....	\$138,524	\$2,872	2.1	55	5	47,447	1,510	3.2	88	10
Gypsum products.....	\$45,480	(1)	(1)	(1)	(1)	48,013	3,200	6.8	24	5
Mineral wool.....	8,301	1,154	13.0	10	1					
Wallboard and wall plaster (except gypsum), building insulation (except mineral wool), and floor composition.....	36,853	2,784	7.5	7	1	22,610	2,000	8.8	38	-----
Lime.....	30,943	2,628	7.1	39	4					
Cut-Stone and Stone Products										
Monuments, tombstones, cut-stone, and stone products not elsewhere classified.....	75,247	5,622	7.5	65	5	54,004	5,590	10.2	106	12
Glass										
Flat glass.....	110,128	4,693	4.3	4	3	\$271,082	24,095	8.9	59	5
Glass containers.....	147,106	12,657	8.6	16	-----					
Tableware, pressed or blown glass, and glassware not elsewhere classified.....	88,445	10,415	18.6	43	5					
Glass Products Made of Purchased Glass										
Mirrors and other glass products made of purchased glass.....	53,655	2,722	5.1	61	4	46,680	3,797	8.1	57	6
Pottery and Related Products										
China firing and decorating (for the trade).....	2,400	(1)	(1)	(1)	(1)	1,476	438	20.7	5	1
Hotel china.....	9,344	440	4.7	3	-----	63,033	7,108	11.3	66	6
Porcelain electrical supplies.....	16,669	2,346	14.1	11	1					
Vitreous-china plumbing fixtures.....	26,411	1,382	5.2	5	-----					
White ware.....	27,387	4,434	16.2	15	-----					
Pottery products not elsewhere classified.....	10,978	1,234	7.3	21	4					
Structural Clay Products and Nonclay Refractories										
Brick and hollow structural tile.....	81,263	11,929	14.7	107	15	101,553	3,693	3.6	105	7
Clay refractories, including refractory cement (clay).....	41,941	480	1.1	28	-----					
Floor and wall tile (except quarry tile).....	18,031	787	4.4	9	-----					
Nonclay refractories.....	28,340	181	.6	5	-----					
Roofing tile.....	1,830	-----	-----	-----	-----					
Sewer pipe and kindred products.....	\$18,637	2,272	12.2	15	-----					
Terra cotta.....	3,085	(1)	(1)	(1)	(1)					
Clay products (except pottery) not elsewhere classified.....	4,500	100	2.4	2	-----					
Miscellaneous Nonmetallic Mineral Products										
Abrasive wheels, stones, paper, cloth, and related products.....	68,105	3,693	5.4	31	1	48,962	2,293	4.7	23	1
Asbestos products (except steam packing and pipe and boiler covering).....	58,584	1,605	2.9	14	1	40,022	1,338	3.3	12	-----
Minerals and earths (ground or otherwise treated).....	35,684	3,061	8.6	38	12	20,260	1,740	8.0	35	4
Natural graphite (ground and refined).....	1,562	(1)	(1)	(1)	(1)	2,108	79	3.7	4	-----
Sand-lime brick, block and tile.....	2,040	-----	-----	-----	-----	700	(1)	(1)	(1)	-----
Statuary and art goods (except stone and concrete)—factory production.....	3,655	238	6.5	10	-----	2,828	176	6.2	12	2
Steam and other packing, pipe and boiler covering.....	30,237	2,145	5.5	10	1	25,998	1,504	5.8	23	-----

¹ Omitted to avoid disclosure.² Direct export sales included to avoid disclosure.³ Revised for comparative purposes, see explanation, p. 2.

Group 14. IRON AND STEEL AND THEIR PRODUCTS, EXCEPT MACHINERY

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ENAMELED-IRON SANITARY WARE AND OTHER PLUMBERS' SUPPLIES

CHART 1A. DISTRIBUTION OF MANUFACTURERS' SALES BY PRIMARY CHANNELS: 1939

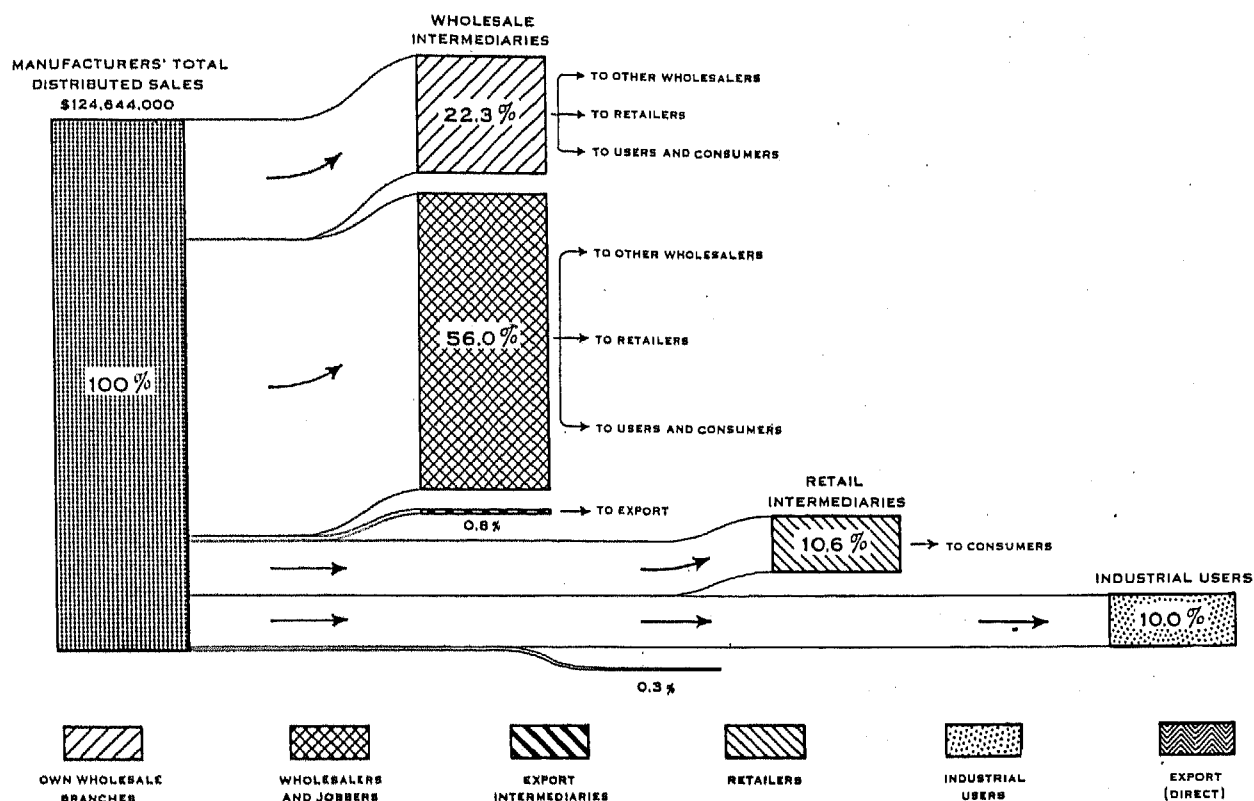
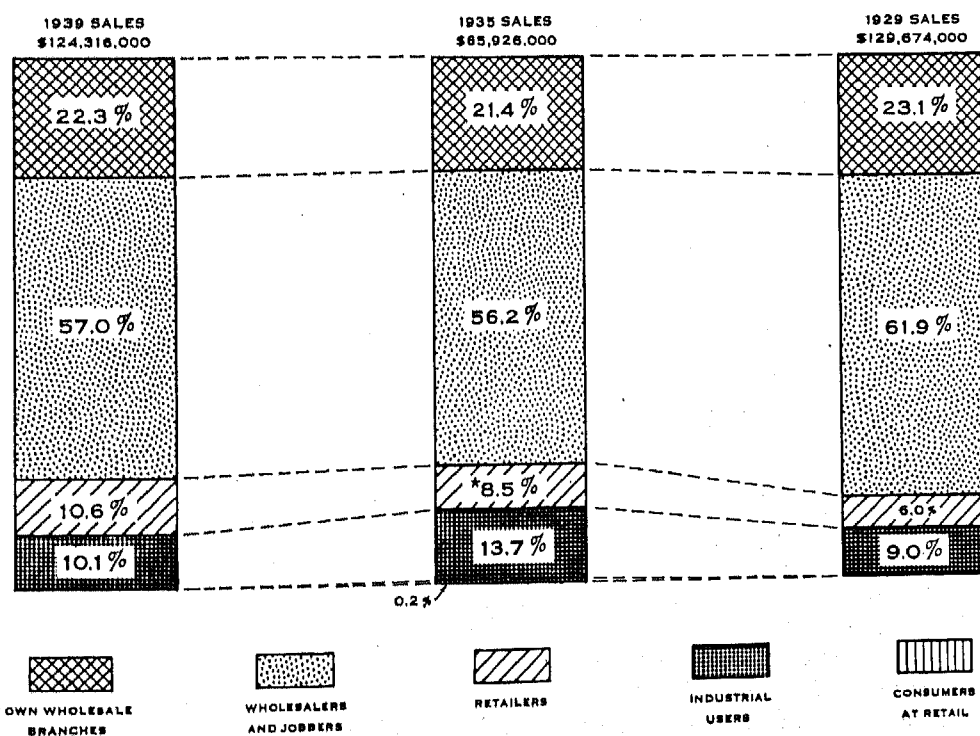


CHART 1B. DISTRIBUTION OF MANUFACTURERS' SALES BY PRIMARY CHANNELS: 1939, 1935, AND 1929



* Includes sales to or through own retail stores

IRON AND STEEL AND THEIR PRODUCTS, EXCEPT MACHINERY

DESCRIPTION OF INDUSTRIES

This group of industries, as constituted for purposes of the Census of Manufactures, includes establishments primarily engaged in the production of pig iron and steel; iron and steel castings; the rolling and forging of iron and steel into semifinished and finished rolled and forged products; and in further fabricating of the same into a great variety of finished iron and steel commodities. The manufacture of some metal products is included in this group regardless of the kind of metal used. Important instances of such overlapping are hardware, steam fittings, stamped and pressed metal products; wire and wire products; and construction materials such as ornamental metalwork, plumbers' supplies, and metal or metal-covered doors, window frames and sash. This group does not include machinery and machine tool attachments and dies, automobile vehicles, and other transportation equipment.

BLAST FURNACE, STEEL WORKS, AND ROLLING MILLS PRODUCTS

Blast-furnace products.—Includes establishments primarily engaged in the manufacture, from ore and scrap, of pig iron, ferro-alloys (spiegeleisen, ferromanganese, ferrophosphorus, ferrosilicon, etc.) and castings made direct from the furnace. (The manufacture of electric ferroalloys is included in the "Chemicals not elsewhere classified" industry.) In many cases blast furnaces are operated in conjunction with steel works, but for census purposes they are treated as separate establishments.

It is interesting to note that more than 80 percent of the blast-furnace products are produced by manufacturers for their own use (see interplant transfers, table 2). These products consist primarily of pig iron and are delivered mostly in a molten state to steel works operated in conjunction with blast furnaces.

Steel works and rolling mills.—Includes establishments primarily engaged in the manufacture of steel or the rolling of hot iron and steel. Products include steel ingots, semifinished and finished hot-rolled steel, and the further processing of same when produced in departments operated in connection therewith. Tin plate and terneplate are manufactured exclusively and wire and wire products to a considerable extent in departments of steel works and rolling mills. The production of steel castings is classified elsewhere.

CUTLERY, TOOLS, AND HARDWARE

Cutlery (except aluminum, silver, and plated cutlery) and edge tools.—Includes establishments primarily engaged in the manufacture of all kinds of edge tools (such as chisels, knives, scissors and shears); axes, cutting dies (except metal-cutting dies); razors, razor blades, and dry shavers; and cutlery (except aluminum, silver, and silver-plated cutlery). Silver, nickel-silver, and silver-plated cutlery is classified in the "Silverware and plated ware" industry.

Files.—Includes establishments primarily engaged in the manufacture of files and rasps for the use of machinists, blacksmiths, cabinetmakers, etc., and files for jewelers, dentists, and manicurists. Also included are recutting and resharpener of files.

Saws.—Includes establishments primarily engaged in the manufacture of saws and saw blades of all types, for cutting wood, metal, and other substances, such as carpenters' and butchers' saws, pruning saws and buck-saws, and blades for hand and power hacksaws, band saws, and circular saws. The industry does not include the manufacture of saw frames, saw tables, and sawing machines.

Tools (except edge tools, machine tools, files, and saws).—Includes establishments primarily engaged in the manufacture of hand tools (not including power-driven hand tools) other than edge tools, files, and saws. Included in this industry are hammers, wrenches, pliers, screw drivers, shovels, forks, rakes, and hoes; and a variety of special tools used by garagemen, jewelers, plumbers, stonecutters, ironworkers, etc.

Hardware not elsewhere classified.—Includes establishments primarily engaged in the manufacture of door locks and lock sets and other builders' hardware; hardware for furniture and cabinets, caskets, saddlery and harness, and trunks and suitcases; motor-vehicle hardware made in plants not owned by motor-vehicle manufacturers; and locks and padlocks.

FABRICATED STRUCTURAL STEEL AND ORNAMENTAL METALWORK

Doors, window sash, frames, molding, and trim (metal).—Includes establishments primarily engaged in the manufacture of ferrous and nonferrous solid metal, hollow metal, and metal covered doors; and door frames, window sash and frames, store fronts, partitions, molding, and trim.

Fabricated structural steel and ornamental metalwork made in plants not operated in connection with rolling mills.—Includes establishments primarily engaged in the manufacture of structural and ornamental metalwork, both ferrous and nonferrous, for buildings, bridges, and other purposes. Products include fabricated structural steel stairs and staircases, fire escapes, grilles, railings, iron fences and gates, fence posts, fabricated bars and rods for reinforcing concrete, ornamental iron, steel, and nonferrous metalwork for buildings.

HEATING APPARATUS AND PLUMBERS' SUPPLIES

Enameled-iron sanitary ware and other plumbers' supplies (not including pipe and vitreous- and semi-vitreous-china sanitary ware).—Includes establishments primarily engaged in the manufacture of enameled-iron sanitary ware (bathtubs, sinks, lavatories, laundry tubs, etc.), plumbers' brass goods (faucets, spigots, valves, fittings, etc.), range boilers (galvanized-iron and nonferrous), and miscellaneous bathroom and other fittings used in plumbers' work.

Oil burners (domestic and industrial).—Includes establishments primarily engaged in the production of domestic, commercial, and industrial fuel-oil burners made for sale as such; distillate-oil burners, and kerosene-oil burners that are produced for sale separately. Boiler-burner units complete (fuel-oil) are classified in the "Steam and hot-water heating apparatus (including hot-water furnaces)" industry. Furnace-burner units complete (fuel-oil) and stoves, ranges, room heaters, water heaters complete with burner are classified in the "Stoves, ranges, water heaters, and hot-air furnaces (except electric)" industry.

Power boilers and associated products.—Includes establishments primarily engaged in the manufacture of power boilers, smokestacks, heavy tanks, plate work (cut, punched, and shaped for assembly on job), and miscellaneous boiler-shop products. The manufacture of range boilers is included in "Enameled-iron sanitary ware and other plumbers' supplies (not including pipe and vitreous- and semivitreous-china sanitary ware)."

Steam and hot-water heating apparatus (including hot-water furnaces).—Includes establishments primarily engaged in the manufacture of cast-iron and steel steam and hot-water heating boilers and parts, gas and oil-burner units complete, cast-iron and nonferrous radiators, gas-fired and oil-fired radiators. Steam boilers exceeding 15-pound pressure and also hot-water boilers to be operated at pressures exceeding 160 pounds or temperatures exceeding 250° F. are classified in the "Power boilers and associated products" industry.

Steam fittings, regardless of material.—Includes establishments primarily engaged in the manufacture of steam fittings and specialties, such as thermostats and

other temperature-control devices, gages, regulators, traps, reducing valves, and other steam specialties.

Stoves, ranges, water heaters, and hot-air furnaces (except electric).—Includes establishments primarily engaged in the manufacture of stoves, ranges, warm-air furnaces, space heaters, and water heaters (except electric). It also includes the production of oil and gas warm-air furnaces complete with burners. The manufacture of electric heating and cooking apparatus is classified in the "Electrical appliances" industry.

Heating and cooking apparatus (except electric) not elsewhere classified.—Includes establishments primarily engaged in the manufacture of heating equipment not elsewhere classified (such as incubators, brooders, incinerators, unit heaters, gas burners, portable ovens, steam tables, and other cafeteria, hotel, and kitchen apparatus).

IRON AND STEEL FOUNDRY PRODUCTS

Cast-iron pipe and fittings.—Includes establishments primarily engaged in the manufacture of cast-iron pipe and fittings for gas, water, sewage, etc. It has little relation to the manufacture of wrought-iron and steel pipe.

Gray-iron and semisteel castings.—Includes establishments primarily engaged in the manufacture of gray-iron and semisteel castings.

Malleable-iron castings.—Includes establishments primarily engaged in the manufacture of malleable-iron castings.

Steel castings.—Includes establishments primarily engaged in the manufacture of steel castings. This classification does not, however, cover the production of foundry departments operated in connection with steel works and rolling mills.

METAL STAMPING, ENAMELING, GALVANIZING, JAPANNING, AND LACQUERING

Automobile stampings.—Includes establishments primarily engaged in the production of stamped automobile parts and accessories unassembled.

Enameling, japanning, and lacquering.—Includes establishments primarily engaged in vitreous and paint enameling, japanning, and lacquering of metal, on materials owned by others. Distribution of sales in this industry includes miscellaneous production not specified and the sale of frit, vitreous enameled products, and signs.

Galvanizing and other coating carried on in plants not operated in connection with rolling mills.—Includes establishments primarily engaged in coating sheets and formed products with zinc (galvanizing or sherardizing), aluminum, lead, etc., and in retinning. Retinning is included with these processes as an operation distinct from the manufacture of tin plate and terneplate for which separate production statistics are compiled.

Most of the work in this industry is done on materials owned by others.

This industry is omitted from table 3 as comparisons are not available.

Stamped and pressed metal products (except automobile stampings).—Includes establishments primarily engaged in the manufacture of metal stampings not elsewhere classified, such as bottle caps and tops, stamped household and hospital utensils, perforated metal, stamped and pressed machine parts, etc. Custom stamping for the trade is classified in this industry.

Vitreous enameled products (including kitchen, household, and hospital utensils).—Includes establishments primarily engaged in the manufacture of vitreous kitchen, household, and hospital utensils; table tops; refrigerator, stove, and washing-machine parts, etc. The production of enameled ware plumbing fixtures is classified in "Enameled-iron sanitary ware and other plumbers' supplies (not including pipe and vitreous and semivitreous-china sanitary ware)."

TIN CANS AND OTHER TINWARE

Tin cans and other tinware not elsewhere classified.—Includes establishments primarily engaged in the manufacture of packers' cans, general line cans, plain and decorated cans, pails, boxes, and packages; milk and ice-cream cans, household and cooking tinware, and finished stamped tinware not elsewhere classified. Tinware departments operated by establishments that manufacture cans for use as containers for their own products are also classified in this industry.

WIRE PRODUCTS

Nails, spikes, etc., not made in wire mills or in plants operated in connection with rolling mills.—Includes establishments primarily engaged in the manufacture of nails, spikes, staples, and tacks from purchased nail and tack plate and wire.

Wire drawn from purchased rods.—Includes establishments primarily engaged in drawing wire from purchased rods of iron and steel and nonferrous metals, and the further fabrication of same, and does not, therefore, include the production of wire-drawing departments of rolling mills.

Wirework not elsewhere classified.—Includes establishments primarily engaged in the manufacture, from purchased wire, of fabricated wire products such as woven wire fencing, fly screening, wire cloth and netting, Fourdrinier and cylinder wire cloth, wire rope and cable, barbed wire, tire chains, bale ties, concrete-reinforcing wire, wire springs, welding wire, wire guards, partitions, and grillwork, wire trays and baskets, and kitchen wire goods. Insulated wire and cable made from purchased wire is classified in the "Insulated wire and cable" industry.

MISCELLANEOUS IRON AND STEEL PRODUCTS

Bolts, nuts, washers, and rivets made in plants not operated in connection with rolling mills.—Includes establishments primarily engaged in the manufacture of bolts, nuts, rivets, lock washers, plate washers, turn-buckles, togglebolts, etc. The production of machine screws is included in "Screw-machine products and wood screws."

Cold-rolled steel sheets and strip and cold-finished steel bars made in plants not operated in connection with hot-rolling mills.—Includes establishments primarily engaged in the manufacture of flat bright cold-rolled strip steel, including razor-blade strip, cold-rolled sheets, and cold-finished steel bars.

This industry is omitted from table 3 as comparisons are not available.

Firearms.—Includes establishments primarily engaged in the manufacture of small firearms and parts, such as pistols, revolvers, rifles, and shotguns.

Forgings (iron and steel) made in plants not operated in connection with rolling mills.—Includes establishments primarily engaged in the manufacture of light and heavy drop and steam hammer forgings, such as chains, anchors, axles, frogs, and forged parts for automotive equipment, machinery, railway equipment, etc.

Safes and vaults.—Includes establishments primarily engaged in the manufacture of vault doors and linings, and safe-deposit boxes and chests, safes and vaults, except grave vaults which are included in "Caskets, coffins, burial cases, and other morticians' goods" and "Concrete products."

Screw-machine products and wood screws.—Includes establishments primarily engaged in the manufacture of machine screws, cap and set screws; other small articles made on screw machines; and wood screws.

Springs, steel (except wire), made in plants not operated in connection with rolling mills.—Includes establishments primarily engaged in the manufacture of leaf springs, hot-wound springs (for railroad equipment, vehicles, agricultural and mining machinery, etc.). The production of wire springs is included in "Wirework not elsewhere classified."

Steel barrels, kegs, and drums.—Includes establishments primarily engaged in the manufacture of steel barrels and drums with welded side seams (heavy types); welded side seam and lock side seam (light types); and other metal casings with welded side seam and lock side seam; steel packages; kegs and pails; etc., used for shipping purposes.

Wrought pipes (welded and heavy riveted) made in plants not operated in connection with rolling mills.—Includes establishments primarily engaged in the manufacture of wrought-welded pipe and tubes; lock-joint and heavy-riveted pipe.

DISTRIBUTION OF MANUFACTURERS' SALES: 1939

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TABLE 1.—DISTRIBUTED SALES BY CLASSES OF CUSTOMERS, BY INDUSTRIES, FOR THE UNITED STATES: 1939

[Values expressed in thousands of dollars]

IRON AND STEEL AND THEIR PRODUCTS, EXCEPT MACHINERY	DISTRIBUTED SALES									PERCENT DISTRIBUTED SALES								
	Number of establishments reporting	Total distributed sales	To or through manufacturer-owned-and-operated outlets		To other business concerns in the United States, for resale			To users and consumers		Total	To or through manufacturer-owned-and-operated outlets		To other business concerns in the United States, for resale			To users and consumers		
			Wholesale branches or offices	Retail stores	Wholesalers and jobbers	Export intermediaries	Retailers (including chains)	Export, direct to buyers in other countries	Industrial, etc., users ¹		Wholesale branches or offices	Retail stores	Wholesalers and jobbers	Export intermediaries	Retailers (including chains)	Export, direct to buyers in other countries	Industrial, etc., users ¹	
Blast Furnace, Steel Works, and Rolling Mills Products																		
Blast-furnace products	65	\$100,029			\$10,354			\$785	\$79,043	100.0	19.2		0.9	0.8		0.8	78.3	
Steel works and rolling mills	248	2,230,009	836,028		82,089	10,536	\$9,737	78,455	1,212,566	100.0	37.3		3.7	0.9	0.4	3.5	54.2	
Cutlery, Tools, and Hardware																		
Cutlery (except aluminum, silver, and plated cutlery) and edge tools	203	58,949	2,304		27,441	555	15,710	3,210	9,328	\$401	100.0	3.9	46.6	0.9	26.7	5.4	15.8	0.7
Files	22	11,462	(*)		\$8,212	2,232	243	(*)	775		100.0	(*)	\$71.6	\$10.5	2.1	(*)	0.8	
Saws	87	19,698	5,854		5,871	364	1,208	1,361	4,843	107	100.0	29.7	29.8	1.9	6.1	8.9	24.6	1.0
Tools (except edge tools, machine tools, files, and saws)	383	78,214	3,833		42,377	1,032	13,145	3,784	13,738	305	100.0	4.9	54.2	1.3	16.8	4.8	17.6	.4
Hardware not elsewhere classified	427	150,655	6,292		54,009	1,246	25,919	3,205	50,626	361	100.0	4.2	35.9	0.8	17.2	2.1	39.6	.2
Fabricated Structural Steel and Ornamental Metalwork																		
Doors, window sash, frames, molding, and trim (metal)	205	48,933	\$4,361	(*)	9,077	166	1,261	267	\$33,337	404	100.0	\$8.9	18.6	.3	2.6	.5	\$68.1	1.0
Fabricated structural steel and ornamental metalwork made in plants not operated in connection with rolling mills	1,124	272,757	16,044		14,079	2,154	3,386	1,340	231,179	3,675	100.0	6.2	5.2	.8	1.2	.5	84.8	1.3
Heating Apparatus and Plumbers' Supplies																		
Enameled-iron sanitary ware and other plumbers' supplies (not including pipe and vitreous and semi-vitreous-china sanitary ware)	254	124,644	27,730		60,807	1,009	13,228	328	12,491	45	100.0	22.3	56.0	.8	10.6	.3	10.0	(*)
Oil burners (domestic and industrial)	130	10,469	603	\$678	8,577	199	5,221	338	3,031	822	100.0	3.1	44.1	1.0	26.8	1.7	15.6	4.2
Power boilers and associated products	428	134,596	24,570		17,068	950	2,301	634	87,181	1,277	100.0	18.3	13.1	.7	1.7	.5	64.8	.9
Steam and hot-water heating apparatus (including hot-water furnaces)	68	47,813	25,706		13,409	80	1,167	232	7,035	34	100.0	53.9	28.2	.2	2.4	.5	14.7	.1
Steam fittings, regardless of material	170	113,240	37,225		32,384	2,842	650	2,769	37,302	71	100.0	32.9	28.6	2.5	.0	2.4	33.0	(*)
Stoves, ranges, water heaters, and hot-air furnaces (except electric)	445	227,825	27,844	11,188	62,566	3,377	94,014	426	23,442	4,338	100.0	12.2	27.5	1.6	41.5	.2	10.3	1.9
Heating and cooking apparatus (except electric) not elsewhere classified	138	21,323	(*)		\$7,654	47	2,301	224	9,164	1,033	100.0	(*)	\$35.9	.2	10.8	1.0	43.0	0.1
Iron and Steel Foundry Products																		
Cast-iron pipe and fittings	74	64,183	20,136		21,219	940	382	1,899	19,607		100.0	31.4	33.1	1.6	.0	2.9	30.5	
Gray-iron and semisteel castings	1,145	195,670	1,000		13,254	372	4,120	1,061	175,204	659	100.0	.5	6.8	.2	2.1	.6	89.5	.3
Malleable-iron castings	83	50,448	(*)		\$4,845	63	193	(*)	45,347		100.0	(*)	\$9.0	4.1	.4	(*)	89.9	
Steel castings	162	128,607	1,945		3,895	252		883	121,632		100.0	1.5	3.0	.2		.7	94.6	
Metal Stamping, Enameling, Galvanizing, Japanning, and Lacquering																		
Automobile stampings	90	46,840	5,540		4,610	33		569	36,088		100.0	11.8	9.8	.1		1.2	77.1	
Enameling, japanning, and lacquering	18	1,718			301				1,417		100.0		17.6				82.5	
Galvanizing and other coating carried on in plants not operated in connection with rolling mills	23	1,323			393				930		100.0		29.7				70.3	
Stamped and pressed metal products (except automobile stampings)	632	173,527	31,482		28,137	427	11,408	2,463	99,090	601	100.0	18.1	16.2	.2	6.6	1.4	57.1	.4
Vitreous enameled products (including kitchen, household, and hospital utensils)	54	42,711	2,064		9,575	57	9,382	385	21,233	15	100.0	4.8	22.4	.2	22.0	.9	49.7	(*)
Tin Cans and Other Tinware																		
Tin cans and other tinware not elsewhere classified	235	334,232	9,805		9,424	140	6,178	503	307,398	724	100.0	3.0	2.8	(*)	1.8	.2	92.0	.2
Wire Products																		
Nails, spikes, etc., not made in wire mills or in plants operated in connection with rolling mills	36	12,817	(*)		5,485	254	1,176	369	\$5,533		100.0	(*)	42.8	2.0	9.2	2.9	\$43.1	
Wire drawn from purchased rods	93	161,378	51,488		24,351	1,350	6,260	1,860	78,054		100.0	31.6	15.1	.8	3.9	1.2	47.1	
Wirework not elsewhere classified	602	159,468	13,445	688	32,500	497	11,889	947	98,055	1,541	100.0	8.4	20.4	.3	7.4	.6	61.5	1.0
Miscellaneous Iron and Steel Products																		
Bolts, nuts, washers, and rivets made in plants not operated in connection with rolling mills	154	85,874	6,438		14,151	241	1,162	564	63,318		100.0	7.5	16.5	.3	1.3	.7	73.7	

See footnotes at end of table.

CENSUS OF BUSINESS

TABLE 1.—DISTRIBUTED SALES BY CLASSES OF CUSTOMERS, BY INDUSTRIES, FOR THE UNITED STATES:
1939—Continued
[Values expressed in thousands of dollars]

IRON AND STEEL AND THEIR PRODUCTS, EXCEPT MACHINERY	DISTRIBUTED SALES										PERCENT DISTRIBUTED SALES									
	Number of establishments reporting	Total distributed sales	To or through manufacturer-owned-and-operated outlets		To other business concerns in the United States, for resale			Export, direct to buyers in other countries	To users and consumers		Total	To or through manufacturer-owned-and-operated outlets		To other business concerns in the United States, for resale			Export, direct to buyers in other countries	To users and consumers		
			Wholesale branches or offices	Retail stores	Wholesalers and jobbers	Export intermediaries	Retailers (including chains)		Industrial, etc., users ¹	Consumers at retail ²		Wholesale branches or offices	Retail stores	Wholesalers and jobbers	Export intermediaries	Retailers (including chains)		Industrial, etc., users ¹	Consumers at retail ²	
Miscellaneous Iron and Steel Products—Continued																				
Cold-rolled steel sheets and strip and cold-finished steel bars made in plants not operated in connection with hot-rolling mills.....	42	\$66,380	(²)	-----	\$11,005	\$176	\$292	\$412	\$54,424	-----	100.0	(²)	-----	³ 16.7	0.3	0.4	0.0	82.0	-----	
Firearms.....	23	13,900	-----	-----	⁴ 10,776	283	1,510	1,150	(²)	\$100	100.0	-----	-----	⁵ 77.5	2.1	10.9	8.3	(²)	1.2	
Forgings (iron and steel) made in plants not operated in connection with rolling mills.....	203	102,781	\$051	-----	\$ 5,211	1,100	494	780	94,140	-----	100.0	0.0	-----	⁵ 5.1	1.1	.5	.8	91.0	-----	
Safes and vaults.....	16	5,858	(³)	-----	⁵ 2,457	-----	430	197	2,774	-----	100.0	(²)	-----	⁵ 41.0	-----	7.3	3.4	47.4	-----	
Screw-machine products and wood screws.....	345	82,498	3,607	-----	10,855	205	1,020	502	60,240	-----	100.0	4.4	-----	20.4	.3	1.3	.6	73.0	-----	
Springs, steel (except wire), made in plants not operated in connection with rolling mills.....	48	22,142	413	-----	3,920	214	1,060	453	15,932	132	100.0	1.0	-----	17.7	1.0	4.8	2.0	72.0	.6	
Steel barrels, kegs, and drums.....	63	47,730	4,763	-----	2,004	⁴ 47	317	(²)	¹⁰ 40,618	(¹⁰)	100.0	9.9	-----	4.2	⁴ 1	.7	(⁴)	¹⁰ 85.1	(¹⁰)	
Wrought pipes (welded and heavy riveted) made in plants not operated in connection with rolling mills.....	40	79,245	7,937	-----	22,458	470	2,000	820	⁵ 45,190	299	100.0	10.1	-----	28.3	.6	2.5	1.1	⁵ 67.0	.4	

¹ Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).

² Includes farmers, household consumers, and employees at retail.

⁴ Direct export sales combined with sales to companies in foreign countries to avoid disclosure.

⁴ Direct export sales combined with sales to export intermediaries to avoid disclosure.

* Sales to or through own retail stores combined with sales to own wholesale branches or offices to avoid disclosure.

^a Interplant transfers included to avoid disclosure.

⁷ Less than one-tenth of 1 percent.

² Sales to or through own wholesale branches or offices and interplant transfers combined with sales to industrial, etc., users to avoid disclosure.

⁹ Sales to industrial, etc., users combined with sales to wholesalers and jobbers to avoid disclosure.

¹⁰ Sales to consumers at retail combined with sales to industrial, etc., users to avoid disclosure.

TABLE 2.—DISTRIBUTED SALES BY CLASS-OF-CUSTOMER GROUPS, AND INTERPLANT TRANSFERS, BY INDUSTRIES, FOR THE UNITED STATES: 1939
[Values expressed in thousands of dollars]

IRON AND STEEL AND THEIR PRODUCTS, EXCEPT MACHINERY	Number of establishments report- ing	Total distributed sales	DISTRIBUTED SALES										INTERPLANT TRANSFERS			TOTAL DISTRIB- UTED SALES AND INTER- PLANT TRANS- FERS	
			To or through manufacturer- owned-and- operated out- lets		To other busi- ness concerns in the United States, for resale		Export, di- rect to buy- ers in other countries		To industrial, etc., users ¹		To consum- ers at retail ²					Number of establish- ments reporting	Amount
			Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Number of establish- ments		Amount		
													Total re- porting	Using ex- clusively			
Blast Furnace, Steel Works, and Rolling Mills Products																	
Blast-furnace products.....	65	\$100, 029	\$19, 354	19. 2	\$1, 746	1. 7	\$786	0. 8	\$79, 043	78. 3	-----	-----	59	16	\$450, 957	81	\$551, 886
Steel works and rolling mills.....	248	2, 239, 009	836, 028	37. 3	111, 961	5. 0	78, 455	3. 5	1, 212, 565	54. 2	-----	-----	137	5	449, 475	253	2, 688, 484
Cutlery, Tools, and Hardware																	
Cutlery (except aluminum, silver, and plated cutlery) and edge tools.....	263	58, 949	2, 304	3. 9	43, 706	74. 2	3, 210	5. 4	9, 328	15. 8	\$401	0. 7	12	3	1, 452	206	60, 401
Files.....	22	11, 462	(3)	(3)	10, 037	93. 2	(3)	(3)	775	6. 8	-----	-----	-----	-----	-----	22	11, 462
Saws.....	87	19, 698	5, 854	29. 7	7, 443	37. 8	1, 361	6. 9	4, 843	24. 6	107	1. 0	5	-----	358	87	20, 056
Tools (except edge tools, machine tools, files, and saws).....	383	78, 214	3, 833	4. 0	56, 554	72. 3	3, 784	4. 8	13, 738	17. 6	305	. 4	21	1	1, 813	384	80, 027
Hardware not elsewhere classified.....	427	150, 656	6, 292	4. 2	81, 171	53. 9	3, 205	2. 1	59, 626	39. 6	361	. 2	13	1	3, 125	428	153, 780
Fabricated Structural Steel and Ornamental Metalwork																	
Doors, window sash, frames, molding, and trim (metal).....	205	48, 933	4, 361	8. 9	10, 504	21. 5	267	. 5	43, 337	88. 1	464	1. 0	(3)	(3)	(4)	205	48, 933
Fabricated structural steel and orna- mental metalwork made in plants not operated in connection with rolling mills.....	1, 124	272, 757	16, 944	6. 2	19, 619	7. 2	1, 340	. 5	231, 179	84. 8	3, 675	1. 3	20	-----	18, 257	1, 124	291, 014

See footnotes at end of table.

DISTRIBUTION OF MANUFACTURERS' SALES: 1939

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TABLE 2.—DISTRIBUTED SALES BY CLASS-OF-CUSTOMER GROUPS, AND INTERPLANT TRANSFERS, BY INDUSTRIES, FOR THE UNITED STATES: 1939—Continued

[Values expressed in thousands of dollars]

IRON AND STEEL AND THEIR PRODUCTS, EXCEPT MACHINERY	DISTRIBUTED SALES												INTERPLANT TRANSFERS			TOTAL DISTRIB- UTED SALES AND INTER- PLANT TRANS- FERS	
	Number of establishments report- ing	Total distributed sales	To or through manufacturer- owned-and- operated out- lets		To other busi- ness concerns in the United States, for resale		Export, di- rect to buy- ers in other countries		To industrial, etc., users ¹		To consum- ers at retail ²						
			Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total					
													Total re- porting	Using ex- clusively	Amount		
Heating Apparatus and Plumbers' Supplies																	
Enameled-iron sanitary ware and other plumbers' supplies (not including pipe and vitreous- and semivitreous-china sanitary ware).....	254	\$124,644	\$27,730	22.3	\$84,044	67.4	\$328	0.3	\$12,401	10.0	\$45	(³)	20	1	\$4,054	255	\$128,008
Oil burners (domestic and industrial).....	130	19,400	1,281	6.6	13,997	71.0	338	1.7	3,031	15.0	822	4.2				130	19,400
Power boilers and associated products.....	428	134,500	24,576	18.3	20,028	15.5	634	.6	87,181	64.8	1,277	.9	15	3	2,050	431	136,550
Steam and hot-water heating apparatus (including hot-water furnaces).....	68	47,813	25,700	53.0	14,746	30.8	232	.5	7,035	14.7	34	.1	7		331	68	48,144
Steam fittings, regardless of material.....	179	113,249	37,225	32.9	35,882	31.7	2,709	2.4	37,302	33.0	71	(³)	11	2	2,706	181	115,955
Stoves, ranges, water heaters, and hot-air furnaces (except electric).....	445	227,825	30,032	17.1	160,587	70.5	426	.2	23,442	10.3	4,338	1.9	19	1	3,677	446	231,502
Heating and cooking apparatus (except electric) not elsewhere classified.....	138	21,323	(³)	(³)	10,002	46.9	224	1.0	9,164	43.0	1,933	9.1				138	21,323
Iron and Steel Foundry Products																	
Cast-iron pipe and fittings.....	74	64,183	20,130	31.4	22,541	35.2	1,809	2.9	19,607	30.5			22		2,887	74	67,070
Gray-iron and semisteel castings.....	1,145	195,079	1,000	.5	17,746	0.1	1,061	.6	175,204	89.5	659	.3	67	12	11,339	1,157	207,003
Malleable-iron castings.....	83	50,448	(³)	(³)	5,101	10.1	(³)	(³)	45,347	89.9			14		3,471	83	53,919
Steel castings.....	162	128,007	1,945	1.5	4,147	3.2	883	.7	121,032	94.0			35	2	3,943	164	132,550
Metal Stamping, Enameling, Galvanizing, Japanning, and Lacquering																	
Automobile stampings.....	90	46,840	5,540	11.8	4,043	9.9	569	1.2	36,088	77.1			6		1,152	90	47,992
Enameling, japanning, and lacquering.....	18	1,718			301	17.5			1,417	82.5						18	1,718
Galvanizing and other coating carried on in plants not operated in connection with rolling mills.....	23	1,323			393	29.7			930	70.3						23	1,323
Stamped and pressed metal products (except automobile stampings).....	632	173,627	31,482	18.1	30,072	23.0	2,463	1.4	99,009	57.1	601	.4	10	4	5,082	636	178,609
Vitreous enameled products (including kitchen, household, and hospital utensils).....	54	42,711	2,004	4.8	10,014	44.0	385	.9	21,233	49.7	16	(³)	3	1	509	55	43,310
Tin Cans and Other Tinware																	
Tin cans and other tinware not elsewhere classified.....	235	334,232	9,865	3.0	15,742	4.6	503	.2	307,308	92.0	724	.2	66	13	32,862	248	367,091
Wire Products																	
Nails, spikes, etc., not made in wire mills or in plants operated in connection with rolling mills.....	36	12,817	(³)	(³)	6,915	54.0	360	2.9	5,533	43.1			(³)		(³)	36	12,817
Wire drawn from purchased rods.....	93	161,378	51,488	31.9	31,997	19.8	1,809	1.2	70,054	47.1			34	2	10,004	95	177,382
Wirework not elsewhere classified.....	662	159,408	14,033	8.8	44,892	28.1	947	.6	98,056	61.5	1,541	1.0	41	3	5,012	665	164,480
Miscellaneous Iron and Steel Products																	
Bolts, nuts, washers, and rivets made in plants not operated in connection with rolling mills.....	154	85,874	6,438	7.5	15,554	18.1	504	.7	63,318	73.7			17	1	2,055	155	88,529
Cold-rolled steel sheets and strip and cold-finished steel bars made in plants not operated in connection with hot-rolling mills.....	42	66,309	(³)	(³)	11,533	17.4	412	.6	54,424	82.0			10	1	2,405	43	68,834
Firearms.....	23	13,906			12,578	90.6	1,159	8.3	(³)	(³)	169	1.2				23	13,906
Forgings (iron and steel) made in plants not operated in connection with rolling mills.....	203	102,781	951	.9	6,895	6.7	780	.8	94,149	91.6			17	1	1,804	204	104,586
Safes and vaults.....	16	5,858	(³)	(³)	2,887	49.2	107	3.4	2,774	47.4						16	5,858
Screw-machine products and wood screws.....	345	82,498	3,607	4.4	18,149	22.0	502	.6	60,240	73.0			11		1,219	345	83,717
Springs, steel (except wire), made in plants not operated in connection with rolling mills.....	48	22,142	413	1.9	5,212	23.5	453	2.0	15,032	72.0	132	.6	3	1	1,046	49	23,188
Steel barrels, kegs, and drums.....	63	47,739	4,753	9.9	2,308	5.0	(¹⁰)	(¹⁰)	40,018	85.1	(¹¹)	(¹¹)	4	1	1,170	64	48,909
Wrought pipes (welded and heavy riveted) made in plants not operated in connection with rolling mills.....	40	79,245	7,987	10.1	24,934	31.4	829	1.1	45,190	57.0	290	.4	(³)	(³)	(³)	40	79,245

¹ Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).² Includes farmers, household consumers, and employees at retail.³ Sales to or through manufacturer-owned-and-operated outlets and direct export sales combined with sales to "Other business concerns in the United States" to avoid disclosure.⁴ Interplant transfers combined with sales to industrial, etc., users to avoid disclosure.⁵ Omitted to avoid disclosure.⁶ Less than one-tenth of 1 percent.⁷ Sales to or through manufacturer-owned-and-operated outlets combined with sales to "Other business concerns in the United States" to avoid disclosure.⁸ Sales to or through manufacturer-owned-and-operated outlets and interplant transfers combined with sales to industrial, etc., users to avoid disclosure.⁹ Sales to industrial, etc., users combined with sales to "Other business concerns in the United States" to avoid disclosure.¹⁰ Direct export sales combined with sales to "Other business concerns in the United States" to avoid disclosure.¹¹ Sales to consumers at retail combined with sales to industrial, etc., users to avoid disclosure.

CENSUS OF BUSINESS

TABLE 3.—DISTRIBUTED SALES BY INDUSTRIES AND BY CLASSES OF CUSTOMERS, FOR THE UNITED STATES: 1939, 1935, AND 1929

[For comparative purposes, direct export sales omitted. Values expressed in thousands of dollars]

IRON AND STEEL AND THEIR PRODUCTS, EXCEPT MACHINERY	TOTAL DISTRIBUTED SALES (EXCLUDING DIRECT EXPORT)		SALES TO OR THROUGH MANU- FACTURER-OWNED-AND-OPER- ATED OUTLETS				SALES TO OTHER BUSINESS CON- CERNS IN THE UNITED STATES, FOR RESALE				SALES TO USERS AND CONSUMERS			
			Wholesale branches or offices		Retail stores		Wholesalers and jobbers ¹		Retailers (in- cluding chains)		Industrial, etc., users ²		Consumers at retail ³	
	Number of estab- lishments reporting	Amount	Amount	Per- cent of total	Amount	Per- cent of total	Amount	Per- cent of total	Amount	Per- cent of total	Amount	Per- cent of total	Amount	Per- cent of total
Blast Furnace, Steel Works, and Rolling Mills Products														
Blast-furnace products:														
1939.....	65	\$100,143	\$19,354	10.3			\$1,746	1.8			\$79,043	78.9		
1935.....	54	58,493	5,343	9.1			6,130	10.5			47,020	80.4		
1929.....	95	198,254	7,500	3.8			43,620	22.0	(⁴)	(⁴)	147,008	74.2		
Steel castings; and steel works and rolling mills:														
1939.....	410	2,288,278	837,973	36.6			106,371	4.7	\$9,737	0.4	1,334,197	58.3		
Steel castings.....	162	127,724	1,945	1.5			4,147	3.3			121,632	95.2		
Steel works and rolling mills.....	248	2,160,554	836,028	38.7			102,224	4.7	9,737	.5	1,212,565	56.1		
1935.....	388	1,669,744	499,004	31.8			85,029	5.4	11,241	.7	974,470	62.1		
1929.....	480	2,090,926	112,125	5.3	(⁵)	(⁵)	1,177,131	56.4	(⁶)	(⁶)	1,701,680	81.9		
Cutlery, Tools, and Hardware														
Cutlery (except aluminum, silver, and plated cutlery) and edge tools:														
1939.....	262	55,739	2,304	4.1			27,096	50.2	15,710	28.2	9,328	16.8	\$401	0.7
1935.....	258	66,204	2,405	4.3			27,325	48.0	11,090	21.3	14,546	25.8	28	(⁷)
Files:														
1939.....	22	11,462	(⁸)	(⁸)			10,444	91.1	243	2.1	775	6.8		
1935.....	22	7,697	914	11.0			4,182	54.3	220	2.9	2,381	30.9		
Saws:														
1939.....	87	18,337	5,854	31.9			6,235	34.0	1,208	6.6	4,843	26.4	197	1.1
1935.....	76	12,604	2,338	18.7			5,381	43.1	1,192	9.5	3,580	28.6	13	.1
1929.....	79	21,071	1,404	6.8			11,530	52.5	3,269	14.0	5,672	25.8		
Tools (except edge tools, machine tools, files, and saws):														
1939.....	383	74,430	3,833	5.1			43,409	58.3	13,145	17.7	13,738	18.5	305	.4
1935.....	340	50,204	894	1.8			30,069	61.0	7,802	15.5	10,493	20.8	140	.3
1929.....	532	100,293	6,045	6.0	(⁹)	(⁹)	60,572	60.4	7,168	7.2	20,468	20.4	(⁹)	(⁹)
Hardware not elsewhere classified:														
1939.....	427	147,450	6,292	4.3			55,252	37.5	25,919	17.6	59,626	40.4	361	.2
1935.....	398	106,007	3,953	3.7			31,650	29.9	16,537	15.6	53,707	50.7	100	.1
1929.....	435	229,477	9,741	4.3			75,708	33.0	30,383	13.2	113,645	49.5		
Fabricated Structural Steel and Orna- mental Metalwork														
Doors, window sash, frames, molding, and trim (metal):														
1939.....	205	48,666	4,361	9.0	(¹⁰)	(¹⁰)	0,243	19.0	1,261	2.6	33,337	68.5	404	.0
1935.....	134	25,355	(¹¹)	(¹¹)			2,693	10.6	977	2.7	21,985	86.7	(¹¹)	(¹¹)
1929.....	148	60,242	(¹¹)	(¹¹)			8,573	12.4	1,805	2.6	58,864	95.0	(¹¹)	(¹¹)
Fabricated structural steel and ornamental metalwork made in plants not operated in connection with rolling mills:														
1939.....	1,124	271,417	16,944	6.2			16,233	6.0	3,386	1.2	231,179	85.2	3,675	1.4
1935.....	1,088	173,307	20,933	12.1			5,528	3.2	3,212	1.9	142,111	81.9	1,523	.9
Heating Apparatus and Plumbers' Supplies														
Enameled-iron sanitary ware and other plumbers' supplies (not including pipe and vitreous and semivitreous china san- itary ware):														
1939.....	254	124,316	27,736	22.3			70,816	57.0	13,228	10.6	12,401	10.1	45	(¹²)
1935.....	239	65,020	14,115	21.4	(¹³)	(¹³)	37,077	56.2	5,607	8.5	9,028	13.7	99	.2
1929.....	255	120,074	29,873	23.1			80,310	61.9	7,792	6.0	11,699	9.0		
Oil burners; steam and hot-water heating apparatus; steam fittings; stoves, ranges, etc.; and heating and cooking apparatus:														
1939.....	900	425,000	91,438	21.5	\$11,860	2.8	131,255	30.8	103,959	24.4	79,974	18.8	7,198	1.7
Oil burners (domestic and indus- trial):	130	10,131	603	3.2	678	3.5	8,776	45.9	5,221	27.3	3,031	15.8	822	4.3
Steam and hot-water heating appa- ratus (including hot-water fur- naces):	68	47,581	25,766	54.1			13,579	28.5	1,167	2.5	7,035	14.8	34	.1
Steam fittings, regardless of ma- terial:	170	110,480	37,225	33.7			35,226	31.9	656	.6	37,302	33.8	71	(¹⁴)
Stoves, ranges, water heaters, and hot-air furnaces (except electric):	445	227,399	27,844	12.3	11,188	4.9	65,073	29.0	94,614	41.0	23,442	10.3	4,338	1.9
Heating and cooking apparatus (except electric) not elsewhere classified:	138	21,099	(¹⁵)	(¹⁵)			7,701	36.5	2,301	10.9	9,164	43.4	1,933	9.2
1935.....	818	287,348	59,155	20.6	8,818	3.1	82,960	28.9	82,547	28.7	44,089	15.3	9,779	3.4
1929.....	849	499,049	112,788	22.6	15,007	3.0	153,972	30.9	128,845	25.8	28,439	17.7	(¹⁶)	(¹⁶)
Power boilers and associated products:														
1939.....	428	133,962	24,576	18.3			18,627	13.9	2,301	1.7	87,181	65.1	1,277	1.0
1935.....	407	71,368	8,702	12.2			8,738	12.2	3,122	4.4	49,973	70.0	833	1.2

See footnotes at end of table.

DISTRIBUTION OF MANUFACTURERS' SALES: 1939

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TABLE 3.—DISTRIBUTED SALES BY INDUSTRIES AND BY CLASSES OF CUSTOMERS, FOR THE UNITED STATES: 1939, 1935, AND 1929—Continued

[For comparative purposes, direct export sales omitted. Values expressed in thousands of dollars]

IRON AND STEEL AND THEIR PRODUCTS, EXCEPT MACHINERY	TOTAL DISTRIBUTED SALES (EXCLUDING DIRECT EXPORT)		SALES TO OR THROUGH MANU- FACTURER-OWNED-AND-OPER- ATED OUTLETS				SALES TO OTHER BUSINESS CON- CERNS IN THE UNITED STATES, FOR RESALE				SALES TO USERS AND CONSUMERS			
			Wholesale branches or offices		Retail stores		Wholesalers and jobbers ¹		Retailers (in- cluding chains)		Industrial, etc., users ²		Consumers at retail ³	
	Number of estab- lishments reporting	Amount	Amount	Per- cent of total	Amount	Per- cent of total	Amount	Per- cent of total	Amount	Per- cent of total	Amount	Per- cent of total	Amount	Per- cent of total
Iron and Steel Foundry Products														
Cast-iron pipe and fittings:														
1939	74	\$62,284	\$20,136	32.3			\$22,159	35.6	\$382	0.6	\$19,607	31.5		
1935	71	38,062	10,495	27.6			11,869	31.2	908	2.4	14,820	38.8		
Gray-iron and semisteel castings; and malleable-iron castings:														
1939	1,228	245,057	1,000	.4			18,534	7.6	4,313	1.7	220,551	90.0	\$650	0.3
Gray-iron and semisteel castings	1,145	194,609	1,000	.5			13,626	7.0	4,120	2.1	175,264	90.0	650	.4
Malleable-iron castings	83	50,448	(9)	(9)			4,908	9.7	193	.4	45,347	89.9		
1935	1,216	182,241	3,632	2.0			12,360	6.8	3,020	1.7	162,920	80.3	300	.2
Metal Stamping, Enameling, Japanning, and Lacquering														
Automobile stampings; enameling, japan- ning, and lacquering; stamped and pressed metal products; and vitreous enameled products:														
1939	704	261,379	39,086	15.0			43,140	16.5	20,790	8.0	187,747	60.3	616	.2
Automobile stamping	90	46,271	5,540	12.0			4,643	10.0			30,088	78.0		
Enameling, japanning, and lac- quering	18	1,718					301	17.5			1,417	82.5		
Stamped and pressed metal prod- ucts (except automobile stamp- ings)	632	171,064	31,482	18.4			28,564	16.7	11,408	6.7	90,000	57.0	601	.3
Vitreous enameled products (in- cluding kitchen, household, and hospital utensils)	54	42,326	2,064	4.9			9,632	22.7	9,382	22.2	21,233	50.2	15	(7)
1935	659	105,081	15,237	7.8			31,683	16.2	18,626	9.5	120,478	60.4	257	.1
1929	491	192,631	11,901	6.2			53,431	30.3	21,261	11.0	141,038	62.5		
Tin Cans and Other Tinware														
Tin cans and other tinware not elsewhere classified:														
1939	233	333,720	9,805	3.0			9,504	2.9	6,178	1.8	307,308	92.1	724	.2
1935	183	201,362	2,807	1.1			15,409	5.9	1,807	.7	240,151	91.0	978	.4
1929	206	256,130	1,846	.7			16,705	6.5	3,093	1.2	234,516	91.0		
Wire Products														
Nails, spikes, etc., not made in wire mills or in plants operated in connection with rolling mills:														
1939	36	12,448	(13)	(13)			5,730	46.1	1,176	9.5	13,533	104.4		
1935	37	8,031	(14)	(14)			3,480	43.3	2,327	27.0	12,824	159.7		
Wire drawn from purchased rods:														
1939	93	159,500	51,488	32.3			25,707	16.1	6,200	3.0	70,054	47.7		
1935	85	150,537	45,749	29.2			24,650	15.7	3,742	2.4	82,487	62.7		
1929	76	178,074	12,067	6.7			34,113	19.1	6,984	3.0	125,810	70.3		
Wirework not elsewhere classified:														
1939	662	158,521	13,445	8.5	\$588	0.4	33,003	20.8	11,880	7.5	98,055	61.8	1,541	1.0
1935	530	114,337	6,893	6.0	(12)	(12)	23,867	20.9	12,610	12.7	74,069	64.8	868	.8
Miscellaneous Iron and Steel Products														
Bolts, nuts, washers, and rivets made in plants not operated in connection with rolling mills:														
1939	154	85,310	6,438	7.5			14,392	16.9	1,102	1.4	63,318	74.2		
1935	140	59,444	4,515	7.6			10,048	16.9	1,207	2.0	43,674	73.5		
1929	117	104,866	5,117	4.9			20,072	25.7	618	.6	72,160	68.8		
Firearms:														
1939	23	12,747					11,050	86.8	1,510	11.0	(13)	(13)	160	1.3
1935	22	10,747					8,950	83.3	1,080	15.7	(14)	(14)	108	1.0
1929	21	21,335					17,153	80.4	4,013	18.8	(15)	(15)	160	.8
Forgings (iron and steel) made in plants not operated in connection with rolling mills:														
1939	203	101,905	951	.9			6,401	6.3	494	.5	94,140	92.3		
1935	184	64,685	849	1.3			2,931	4.5	379	.6	60,526	93.6	(9)	(9)
1929	214	155,593	2,503	1.6			9,188	6.0			143,805	92.4		
Safes and vaults:														
1939	16	5,061	(11)	(11)			2,457	48.4	430	7.6	2,774	49.0		
1935	15	3,490	(11)	(11)			1,362	39.4	492	14.2	1,006	46.4		
1929	27	18,989	(11)	(11)			1,062	10.3	8,109	42.7	8,918	47.0		
Screw-machine products and wood screws:														
1939	345	81,996	3,607	4.4			17,120	20.9	1,020	1.2	60,240	73.5		
1935	300	63,114	1,195	1.9			10,606	16.9	1,723	2.7	49,500	78.5		
1929	273	105,975	(14)	(14)			19,136	18.1	2,540	2.4	84,293	70.5		
Springs, steel (except wire), made in plants not operated in connection with rolling mills:														
1939	48	21,689	413	1.9			4,143	19.1	1,060	4.9	15,932	73.5	132	.6
1935	52	18,031	169	.9			2,993	16.6	460	2.7	14,326	79.5	83	.3
1929	86	46,366	6,693	1.5	(6)	(6)	14,400	31.1	1,100	2.4	30,157	65.0		

See footnotes at end of table.

CENSUS OF BUSINESS

TABLE 3.—DISTRIBUTED SALES BY INDUSTRIES AND BY CLASSES OF CUSTOMERS, FOR THE UNITED STATES: 1939, 1935, AND 1929—Continued

[For comparative purposes, direct export sales omitted. Values expressed in thousands of dollars]

IRON AND STEEL AND THEIR PRODUCTS, EXCEPT MACHINERY	TOTAL DISTRIBUTED SALES (EXCLUDING DIRECT EXPORT)		SALES TO OR THROUGH MANUFACTURER-OWNED-AND-OPERATED OUTLETS				SALES TO OTHER BUSINESS CONCERNS IN THE UNITED STATES, FOR RESALE				SALES TO USERS AND CONSUMERS			
			Wholesale branches or offices		Retail stores		Wholesalers and jobbers ¹		Retailers (including chains)		Industrial, etc., users ²		Consumers at retail ³	
	Number of establishments reporting	Amount	Amount	Per-cent of total	Amount	Per-cent of total	Amount	Per-cent of total	Amount	Per-cent of total	Amount	Per-cent of total	Amount	Per-cent of total
Miscellaneous Iron and Steel Products—Continued														
Steel barrels, kegs, and drums:														
1939	63	\$47,730	\$4,753	9.9			¹⁷ \$2,051	17 4.3	\$317	0.7	⁸ \$40,618	⁸ 85.1	(⁹)	(⁹)
1935	68	33,173	4,850	14.6			3,805	11.5	1,504	4.5	23,014	69.4		
Wrought pipes (welded and heavy riveted) made in plants not operated in connection with rolling mills:														
1939	49	78,416	7,987	10.2			22,028	29.2	2,006	2.6	¹⁰ 45,196	¹⁰ 57.6	\$200	0.4
1935	52	64,838	7,727	11.9			17,365	26.8	1,371	2.1	38,335	59.1	40	.1
1929	50	124,659	5,032	4.5			40,131	30.4			69,896	56.1		

¹ Export intermediaries included for comparative purposes.
² Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).
³ Includes farmers, household consumers, and employees at retail.
⁴ Sales to retailers combined with sales to wholesalers and jobbers to avoid disclosure.
⁵ Revised for comparative purposes, see explanation, p. 2.
⁶ Sales to or through own retail stores combined with sales to or through own wholesale branches or offices to avoid disclosure.
⁷ Less than one-tenth of 1 percent.
⁸ Sales to or through own wholesale branches or offices and direct export sales combined with sales to wholesalers and jobbers to avoid disclosure.
⁹ Sales to consumers at retail combined with sales to industrial, etc., users to avoid disclosure.
¹⁰ Interplant transfers included to avoid disclosure.
¹¹ Sales to or through own wholesale branches or offices combined with sales to wholesalers and jobbers to avoid disclosure.
¹² Sales to or through own retail stores combined with sales to retailers to avoid disclosure.
¹³ Sales to or through own wholesale branches or offices and interplant transfers combined with sales to industrial, etc., users to avoid disclosure.
¹⁴ Sales to or through own wholesale branches or offices combined with sales to industrial, etc., users to avoid disclosure.
¹⁵ Sales to industrial, etc., users combined with sales to wholesalers and jobbers to avoid disclosure.
¹⁶ Sales to industrial, etc., users combined with sales to retailers to avoid disclosure.
¹⁷ Direct export sales included to avoid disclosure.

TABLE 4.—NUMBER OF ESTABLISHMENTS, BY INDUSTRIES AND BY CLASSES OF CUSTOMERS, FOR THE UNITED STATES: 1939

IRON AND STEEL AND THEIR PRODUCTS, EXCEPT MACHINERY	Number of establishments reporting distributed sales and transfers	ESTABLISHMENTS REPORTING DISTRIBUTED SALES																		
		ESTABLISH- MENTS RE- PORTING INTERPLANT TRANSFERS ¹		Total ²	To or through manufac- turer-owned-and-oper- ated outlets				To other business concerns in the United States, for resale						Export, di- rect to buy- ers in other countries		To users and consumers			
					Wholesale branches or offices		Retail stores		Wholesalers and jobbers		Export in- termediaries		Retailers (including chains)				Industrial, etc., users ³		Consumers at retail ⁴	
					Number	Selling ex- clusively	Number	Selling ex- clusively	Number	Selling ex- clusively	Number	Selling ex- clusively	Number	Selling ex- clusively			Number	Selling ex- clusively	Number	Selling ex- clusively
Blast Furnace, Steel Works, and Rolling Mills Products																				
Blast-furnace products.....	81	50	16	65	20	18		4	2	4				8		45	32			
Steel works and rolling mills.....	253	137	5	248	86	20		90	4	65		21		103		208	38			
Cutlery, Tools, and Hardware																				
Cutlery (except aluminum, silver, and plated cutlery) and edge tools.....	266	12	3	263	11	7		151	45	28		89	14	62	1	125	74	20	2	
Files.....	22			22	(⁵)			⁶ 17	0	⁶ 5		5	1	(⁵)		13	4			
Saws.....	87	5		87	8	2		46	5	5	1	23	1	16		60	22	12	1	
Tools (except edge tools, machine tools, files, and saws).....	384	21	1	383	0	2		204	87	56		117	19	98		182	58	25	2	
Hardware not elsewhere classified.....	428	13	1	427	20	1		236	75	49		150	22	90		250	80	33	1	
Fabricated Structural Steel and Ornamental Metalwork																				
Doors, window sash, frames, molding, and trim (metal).....	205	(⁷)	(⁷)	205	⁸ 15	⁸ 3	(⁶)	(⁶)	72	13	9	24		15		⁷ 179	⁷ 103	21	2	
Fabricated structural steel and orna- mental metalwork made in plants not operated in connection with rolling mills.....	1,124	20		1,124	23	12		196	35	33		99	13	26		1,015	730	158	30	

See footnotes at end of table.

TABLE 4.—NUMBER OF ESTABLISHMENTS, BY INDUSTRIES AND BY CLASSES OF CUSTOMERS, FOR THE UNITED STATES: 1939—Continued

IRON AND STEEL AND THEIR PRODUCTS, EXCEPT MACHINERY	Number of establishments reporting distributed sales and transfers	ESTABLISHMENTS REPORTING DISTRIBUTED SALES																		
		ESTABLISH- MENTS RE- PORTING INTERPLANT TRANSFERS ¹		Total ²	To or through manufac- turer-owned-and-oper- ated outlets				To other business concerns in the United States, for resale						Export, di- rect to buy- ers in other countries		To users and consumers			
					Wholesale branches or offices		Retail stores		Wholesalers and jobbers		Export in- termediaries		Retailers (including chains)				Industrial, etc., users ³		Consumers at retail ⁴	
					Number	Selling ex- clusively	Number	Selling ex- clusively	Number	Selling ex- clusively	Number	Selling ex- clusively	Number	Selling ex- clusively			Number	Selling ex- clusively	Number	Selling ex- clusively
Heating Apparatus and Plumbers' Supplies																				
Enameled-iron sanitary ware and other plumbers' supplies (not including pipe and vitreous- and semi-vitreous-china sanitary ware)	255	20	1	254	20	2			222	108	30		53	7	25		79	14	14	
Oil burners (domestic and industrial)	130			130	6	1	6	2	66	22	0		41	15	19		45	10	30	10
Power boilers and associated products	431	15	3	428	16	9			145	18	27	1	67	3	21		369	216	54	6
Steam and hot-water heating apparatus (including hot-water furnaces)	68	7		68	27	18			36	10	4		8	1	10		24	8	5	
Steam fittings, regardless of material	181	11	2	179	21	4			112	25	24	1	19	2	43		132	47	11	1
Stoves, ranges, water heaters, and hot-air furnaces (except electric)	446	10	1	445	25	0	25	0	294	61	20		252	30	32		150	22	137	20
Heating and cooking apparatus (except electric) not elsewhere classified	138			138	(5)				65	13	0		36	10	14		88	44	31	8
Iron and Steel Foundry Products																				
Cast-iron pipe and fittings	74	22		74	16	2			40	27	4		5		10		30	12		
Gray-iron and semisteel castings	1,157	67	12	1,145	7	1			308	74	20		120	10	28		1,012	722	95	11
Malleable-iron castings	83	14		83	(5)	(5)			21	2	8		5		(5)		80	56		
Steel castings	164	35	2	162	5	1			25	3	9				22		150	120		
Metal Stamping, Enameling, Galvanizing, Japanning, and Lacquering																				
Automobile stampings	90	0		90	3				36	8	8				23		77	44		
Enameling, japanning, and lacquering	18			18					4	2							14	13		
Galvanizing and other coating carried on in plants not operated in connection with rolling mills	23			23					0	0							10	10		
Stamped and pressed metal products (except automobile stampings)	630	10	4	632	16	8			281	97	32		123	22	00		458	276	20	1
Vitreous enameled products (including kitchen, household, and hospital utensils)	55	3	1	54	4	1			28	4	4		17		8		43	22	0	
Tin Cans and Other Tinware																				
Tin cans and other tinware not elsewhere classified	248	00	13	235	13	2			82	21	10		45	0	21	2	180	116	0	
Wire Products																				
Nails, spikes, etc., not made in wire mills or in plants operated in connection with rolling mills	30	(5)		30	(5)	(5)			28	2	8		15	1	0		28	26		
Wire drawn from purchased rods	65	34	2	63	28	8			44	21			15	2	30		77	12		
Wirework not elsewhere classified	605	41	3	602	28	16	4	2	291	111	30	2	130	25	57		444	258	65	5
Miscellaneous Iron and Steel Products																				
Bolts, nuts, washers, and rivets made in plants not operated in connection with rolling mills	155	17	1	154	7				101	20	21		23	3	29		110	43		
Cold-rolled steel sheets and strip and cold-finished steel bars made in plants not operated in connection with hot-rolling mills	43	10	1	42	(5)				21	3	8		3		16		36	12		
Firearms	23			23					18	3	5		11		13		(16)	8		1
Forgings (iron and steel) made in plants not operated in connection with rolling mills	204	17	1	203	5				54	8	14		12	1	30		170	110		
Sales and vaults	16			16	(5)				9	2			6	1	5		12	5		
Screw-machine products and wood screws	345	11		345	0	2			117	36	11		20	1	17		303	214		
Springs, steel (except wire), made in plants not operated in connection with rolling mills	49	3	1	48	3				27		5		17		8		33	14	14	1
Steel barrels, kegs, and drums	64	4	1	63	4	1			10	1	3		7		(5)		58	43	(11)	
Wrought pipes (welded and heavy riveted) made in plants not operated in connection with rolling mills	49	(7)	(7)	49	5	1			22	1	0		6		13		742	719	9	1

¹ See definition for "Interplant transfers," p. 3.² Establishments reporting distributed sales are obtained by subtracting "Establishments reporting interplant transfers—using exclusively" from "Establishments reporting distributed sales and transfers."³ Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).⁴ Includes farmers, household consumers, and employees at retail.⁵ Establishments reporting sales to or through own wholesale branches or offices combined with wholesalers and jobbers to avoid disclosure.⁶ Establishments reporting direct export sales combined with export intermediaries to avoid disclosure.⁷ Establishments reporting interplant transfers combined with industrial, etc., users to avoid disclosure.⁸ Establishments reporting sales to or through own retail stores combined with own wholesale branches or offices to avoid disclosure.⁹ Establishments reporting interplant transfers and sales to or through own wholesale branches or offices combined with industrial, etc., users to avoid disclosure.¹⁰ Establishments reporting sales to industrial, etc., users combined with wholesalers and jobbers to avoid disclosure.¹¹ Establishments reporting sales to consumers at retail combined with industrial, etc., users to avoid disclosure.

TABLE 5.—RECONCILIATION OF MANUFACTURES VALUE OF PRODUCTS WITH TOTAL DISTRIBUTED SALES, AND NUMBER OF ESTABLISHMENTS REPORTING SALES WITH NUMBER OF ESTABLISHMENTS IN INDUSTRY (MANUFACTURES): 1939

[Values expressed in thousands of dollars]

IRON AND STEEL AND THEIR PRODUCTS, EXCEPT MACHINERY	Value of products ¹	INVENTORY ¹ (FINISHED PRODUCTS)		Purchased merchandise sold without processing (+)	Receipts for contract and repair work ¹ (-)	Value of products not distributed (-)	Inter-plant transfers (-)	Value of products adjusted for distribution ² (A+B+D) minus (C+E+F+G)	Total distributed sales reported	Total number of establishments	NUMBER OF ESTABLISHMENTS REPORTING			
		Beginning of year 1939 (+)	End of year 1939 (-)								Exclusive contract work	No distribution of sales	Exclusive inter-plant transfers	Distribution of sales
A	B	C	D	E	F	G								
Blast Furnace, Steel Works, and Rolling Mills Products														
Blast-furnace products.....	\$550,802	\$53,598	\$32,734	\$1,710	\$2,083		\$450,957	\$120,336	\$100,920	81			16	65
Steel works and rolling mills.....	2,720,020	188,171	201,809	10,591	1,797		449,475	2,265,701	2,239,009	253			5	248
Cutlery, Tools, and Hardware														
Cutlery (except aluminum, silver, and plated cutlery) and edge tools.....	50,024	4,953	4,380	979	448		1,452	50,576	58,940	260			3	263
Files.....	11,294	1,940	1,817	65				11,482	11,462	22				22
Saws.....	18,471	4,082	3,701	1,733	465		358	10,072	19,698	87				87
Tools (except edge tools, machine tools, files, and saws).....	75,290	7,005	0,955	3,923	468		1,813	76,082	78,214	337	3		1	333
Hardware not elsewhere classified.....	154,476	16,324	15,235	3,440	121	\$2,852	3,125	151,907	150,055	434		6	1	427
Fabricated Structural Steel and Ornamental Metalwork														
Doors, window sash, frames, molding, and trim (metal).....	48,210	1,707	2,037	1,503	470		(*)	49,012	48,933	205			(*)	205
Fabricated structural steel and ornamental metalwork made in plants not operated in connection with rolling mills.....	284,070	12,385	14,856	10,404	2,780	3,652	18,257	273,008	272,757	1,138	5	9		1,124
Heating Apparatus and Plumbers' Supplies														
Enameled-iron sanitary ware and other plumbers' supplies (not including pipe and vitreous- and semivitreous-china sanitary ware).....	125,578	12,052	10,092	4,572	613	906	4,054	125,937	124,044	259		4	1	254
Oil burners (domestic and industrial).....	18,408	2,131	1,991	1,146	341			19,413	19,409	130				130
Power boilers and associated products.....	140,060	4,177	4,377	2,850	6,372	109	2,059	135,019	134,590	448	14	3	3	428
Steam and hot-water heating apparatus (including hot-water furnaces).....	45,378	7,019	6,241	1,807			331	47,632	47,813	68				68
Steam fittings, regardless of material.....	111,080	13,834	12,762	3,938	816		2,706	113,504	113,249	181			2	179
Stoves, ranges, water heaters, and hot-air furnaces (except electric).....	223,427	17,557	17,551	6,070	1,277	226	3,677	224,323	227,825	440		3	1	445
Heating and cooking apparatus (except electric) not elsewhere classified.....	20,330	1,127	1,041	1,100	255			21,267	21,323	138				138
Iron and Steel Foundry Products														
Cast-iron pipe and fittings.....	65,079	8,406	7,573	1,365			2,887	64,390	64,183	74				74
Gray-iron and semisteel castings.....	208,720	8,898	9,711	1,749	2,962		11,333	196,861	195,070	1,101	4		12	1,145
Malleable-iron castings.....	83,451	3,959	4,301	214			3,471	49,762	50,448	83				83
Steel castings.....	135,480	3,774	4,564	1,308	640		3,943	131,455	128,607	104			2	102

See footnotes at end of table.

TABLE 5.—RECONCILIATION OF MANUFACTURES VALUE OF PRODUCTS WITH TOTAL DISTRIBUTED SALES, AND NUMBER OF ESTABLISHMENTS REPORTING SALES WITH NUMBER OF ESTABLISHMENTS IN INDUSTRY (MANUFACTURES): 1939—Continued

[Values expressed in thousands of dollars]

IRON AND STEEL AND THEIR PRODUCTS, EXCEPT MACHINERY	Value of products ¹	INVENTORY ¹ (FINISHED PRODUCTS)		Purchased merchandise sold without processing (+)	Receipts for contract and repair work ¹ (—)	Value of products not distributed (—)	Interplant transfers (—)	Value of products adjusted for distribution ² (A+B+D) minus (C+E+F+G)	Total distributed sales reported	Total number of establishments ¹	NUMBER OF ESTABLISHMENTS REPORTING			
		Beginning of year 1939 (+)	End of year 1939 (—)								Exclusive contract work	No distribution of sales	Exclusive interplant transfers	Distribution of sales
A	B	C	D	E	F	G								
Metal Stamping, Enameling, Galvanizing, Japanning, and Lacquering														
Automobile stampings.....	\$47,833	\$1,107	\$1,317	\$306	—	\$1,152	\$40,837	\$40,840	90					90
Enameling, japanning, and lacquering.	6,936	91	118	29	\$5,158	—	1,780	1,718	80	62				18
Galvanizing and other coating carried on in plants not operated in connection with rolling mills.	6,106	62	63	—	4,739	—	1,456	1,323	83	60				23
Stamped and pressed metal products (except automobile stampings).....	178,395	11,524	12,148	1,709	1,078	\$914	5,082	171,896	173,527	655	10	0	4	632
Vitreous enameled products (including kitchen, household, and hospital utensils).....	44,239	2,914	2,074	175	—	—	590	43,755	42,711	55			1	54
Tin Cans and Other Tinware														
Tin cans and other tinware not elsewhere classified.....	372,616	20,720	22,052	5,487	520	—	32,802	342,780	334,232	248			13	235
Wire Products														
Nails, spikes, etc., not made in wire mills or in plants operated in connection with rolling mills.....	12,008	1,877	1,961	65	—	—	(3)	12,880	12,817	36				36
Wire drawn from purchased rods.....	176,503	13,021	12,084	2,108	605	—	10,004	163,030	161,378	95			2	93
Wirework not elsewhere classified.....	158,817	15,500	16,201	5,239	—	1,368	5,012	156,975	159,468	660		4	3	662
Miscellaneous Iron and Steel Products														
Bolts, nuts, washers, and rivets made in plants not operated in connection with rolling mills.....	84,118	9,940	9,771	3,936	—	—	2,055	85,508	85,874	155			1	154
Cold-rolled steel sheets and strip and cold-finished steel bars made in plants not operated in connection with hot-rolling mills.....	70,401	3,888	3,517	633	—	—	2,465	68,940	69,369	43			1	42
Firearms.....	17,712	2,871	2,320	249	278	—	—	18,228	13,906	23				23
Forgings (iron and steel) made in plants not operated in connection with rolling mills.....	104,883	3,925	4,195	1,066	300	—	1,804	103,575	102,781	207	3		1	203
Safes and vaults.....	6,084	362	461	21	343	—	—	5,663	5,858	10				16
Screw-machine products and wood screws.....	82,807	0,258	8,857	1,100	952	—	1,210	82,137	82,498	345				345
Springs, steel (except wire), made in plants not operated in connection with rolling mills.....	23,044	708	950	827	478	—	1,046	22,006	22,142	53	4		1	48
Steel barrels, kegs, and drums.....	49,169	1,086	1,631	208	199	—	1,170	48,060	47,730	64			1	63
Wrought pipes (welded and heavy riveted) made in plants not operated in connection with rolling mills.....	75,805	0,583	10,297	4,585	—	—	(3)	70,730	70,245	40			(3)	4

¹ From Census of Manufactures.

² See explanation under "Correlation with Census of Manufactures," p. 2.

³ Omitted to avoid disclosure.

⁴ Interplant transfers included to avoid disclosure.

TABLE 6.—DISTRIBUTED SALES NEGOTIATED THROUGH AGENTS, BROKERS, AND COMMISSION HOUSES, AND NUMBER OF ESTABLISHMENTS REPORTING, BY INDUSTRIES, FOR THE UNITED STATES: 1939 AND 1935

[Values expressed in thousands of dollars]

IRON AND STEEL AND THEIR PRODUCTS, EXCEPT MACHINERY	DISTRIBUTED SALES									
	1939					1935				
	Total	Through agents, brokers, and commission houses (excluding manufacturers' own sales force)		Number of establishments		Total	Through agents, brokers, and commission houses (excluding manufacturers' own sales force)		Number of establishments	
		Amount	Per cent of total	Total reporting	Selling exclusively		Amount	Per cent of total	Total reporting	Selling exclusively
Blast Furnace, Steel Works, and Rolling Mills Products										
Blast furnace products.....	\$100, 143	\$27, 014	27.0	18		\$58, 493	\$15, 220	26.0	15	0
Steel castings.....	127, 724	7, 970	6.2	40						
Steel works and rolling mills.....	2, 160, 554	93, 366	4.3	82		1, 509, 744	60, 053	3.8	86	2
Cutlery, Tools, and Hardware										
Cutlery (except aluminum, silver, and plated cutlery) and edge tools.....	55, 739	7, 580	13.6	42	8	56, 294	5, 686	9.0	41	
Files.....	11, 462	(²)	(²)	(²)	(²)	7, 697	(²)	(²)	(²)	(²)
Saws.....	18, 837	629	3.4	9	1	12, 504	438	3.5	10	
Tools (except edge tools, machine tools, files, and saws).....	74, 430	13, 175	17.7	87	1	50, 294	7, 232	14.4	81	8
Hardware not elsewhere classified.....	147, 450	11, 823	8.0	88	6	100, 007	7, 501	7.1	84	3
Fabricated Structural Steel and Ornamental Metalwork										
Doors, window sash, frames, molding, and trim (metal).....	48, 606	12, 073	24.8	48	1	25, 355	3, 171	12.5	42	2
Fabricated structural steel and ornamental metalwork made in plants not operated in connection with rolling mills.....	271, 417	5, 268	1.9	50	1	173, 307	2, 170	1.3	63	1
Heating Apparatus and Plumbers' Supplies										
Enameled-iron sanitary ware and other plumbers' supplies (not including pipe and vitreous and semivitreous-china sanitary ware).....	124, 316	11, 800	9.5	55	5	65, 926	3, 218	4.9	43	1
Oil burners (domestic and industrial).....	19, 131	1, 326	6.9	12						
Steam and hot-water heating apparatus (including hot-water furnaces).....	47, 581	6, 475	13.6	12	2					
Steam fittings, regardless of material.....	110, 480	12, 008	10.9	50	7	287, 348	20, 868	7.3	145	26
Stoves, ranges, water heaters, and hot-air furnaces (except electric).....	227, 309	10, 038	4.4	52	3					
Heating and cooking apparatus (except electric) not elsewhere classified.....	21, 009	3, 873	18.4	19	2					
Power boilers and associated products.....	133, 962	8, 750	6.5	51		71, 368	3, 591	5.0	60	23
Iron and Steel Foundry Products										
Cast-iron pipe and fittings.....	62, 284	3, 826	6.1	15		38, 092	4, 254	11.2	15	5
Gray-iron and semisteel castings.....	194, 609	6, 284	3.2	59	5					
Malleable-iron castings.....	50, 448	4, 179	8.3	18		182, 241	5, 743	3.2	83	6
Metal Stamping, Enameling, Galvanizing, Japanning, and Lacquering										
Automobile stampings.....	46, 271	5, 243	11.3	20	1					
Enameling, japanning, and lacquering.....	1, 718									
Stamped and pressed metal products (except automobile stampings).....	171, 004	20, 171	11.8	84	6	105, 081	16, 826	8.6	114	11
Vitreous enameled products (including kitchen, household, and hospital utensils).....	42, 326	1, 660	3.9	9						
Galvanizing and other coating carried on in plants not operated in connection with rolling mills.....	1, 323									
Tin Cans and Other Tinware										
Tin cans and other tinware not elsewhere classified.....	333, 729	3, 353	1.0	26		261, 362	1, 309	.5	14	1
Wire Products										
Nails, spikes, etc., not made in wire mills or in plants operated in connection with rolling mills.....	12, 448	2, 107	16.9	14		8, 631	2, 227	25.8	16	
Wire drawn from purchased rods.....	150, 509	18, 150	11.4	38		150, 537	10, 264	6.6	23	
Wirework not elsewhere classified.....	168, 521	12, 936	8.2	79		114, 337	8, 626	7.5	89	10
Miscellaneous Iron and Steel Products										
Bolts, nuts, washers, and rivets made in plants not operated in connection with rolling mills.....	85, 310	8, 550	10.0	55		50, 444	5, 827	9.8	47	1
Cold-rolled steel sheets and strip and cold-finished steel bars made in plants not operated in connection with hot-rolling mills.....	65, 957	13, 098	19.9	15	1	(⁴)	(⁴)	(⁴)	(⁴)	(⁴)
Pneumatics.....	12, 747	1, 202	9.4	7		10, 747	499	4.6	8	
Forgings (iron and steel) made in plants not operated in connection with rolling mills.....	101, 995	14, 951	14.7	44	2	64, 085	6, 858	10.6	41	
Safes and vaults.....	5, 601	696	10.6	5	2	3, 460	175	5.1	3	1
Screw-machine products and wood screws.....	81, 996	2, 630	3.2	55	2	63, 114	5, 196	8.2	47	3
Springs, steel (except wire), made in plants not operated in connection with rolling mills.....	21, 889	1, 000	4.6	5		18, 031				
Steel barrels, kegs, and drums.....	47, 739	3, 938	8.2	8		33, 173	3, 576	10.8	9	
Wrought pipes (welded and heavy riveted) made in plants not operated in connection with rolling mills.....	78, 416	15, 298	19.5	14	3	104, 838	8, 603	13.3	14	

¹ Revised for comparative purposes, see explanation, p. 2.

² Direct export sales included to avoid disclosure.

³ Omitted to avoid disclosure.

⁴ Not shown separately.

Group 15. NONFERROUS METALS AND THEIR PRODUCTS

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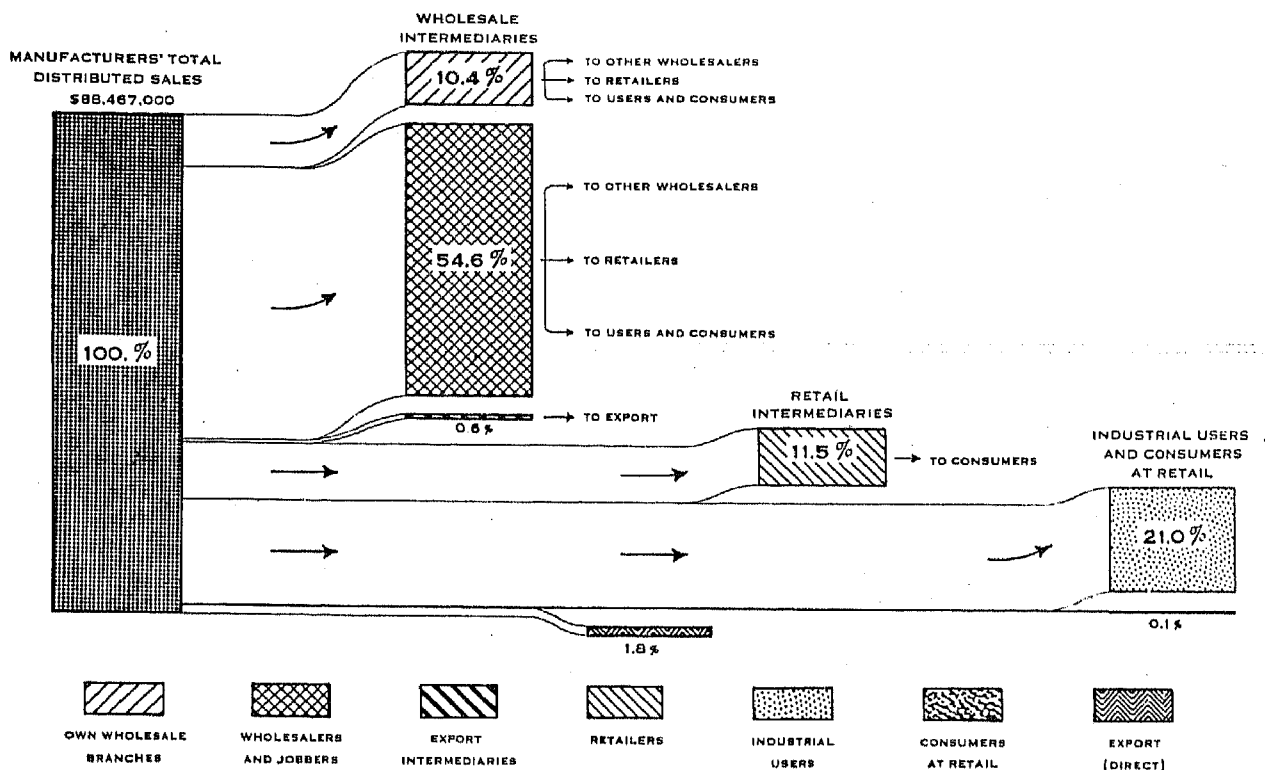
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CENSUS OF BUSINESS

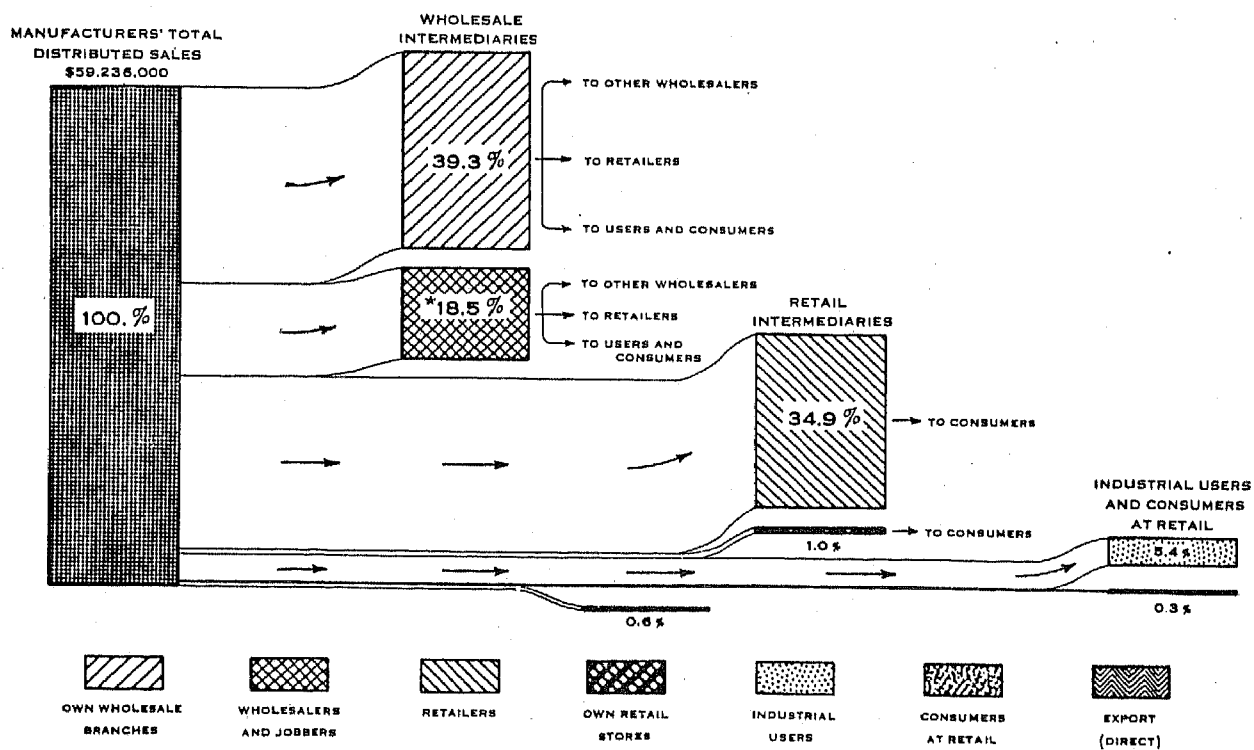
CLOCKS, WATCHES, AND MATERIALS AND PARTS (EXCEPT WATCHCASES)

CHART 1. DISTRIBUTION OF MANUFACTURERS' SALES BY PRIMARY CHANNELS: 1939



SILVERWARE AND PLATED WARE

CHART 2. DISTRIBUTION OF MANUFACTURERS' SALES BY PRIMARY CHANNELS: 1939



* Includes sales to export intermediaries

JEWELRY (PRECIOUS METALS)

CHART 3A. DISTRIBUTION OF MANUFACTURERS' SALES BY PRIMARY CHANNELS: 1939

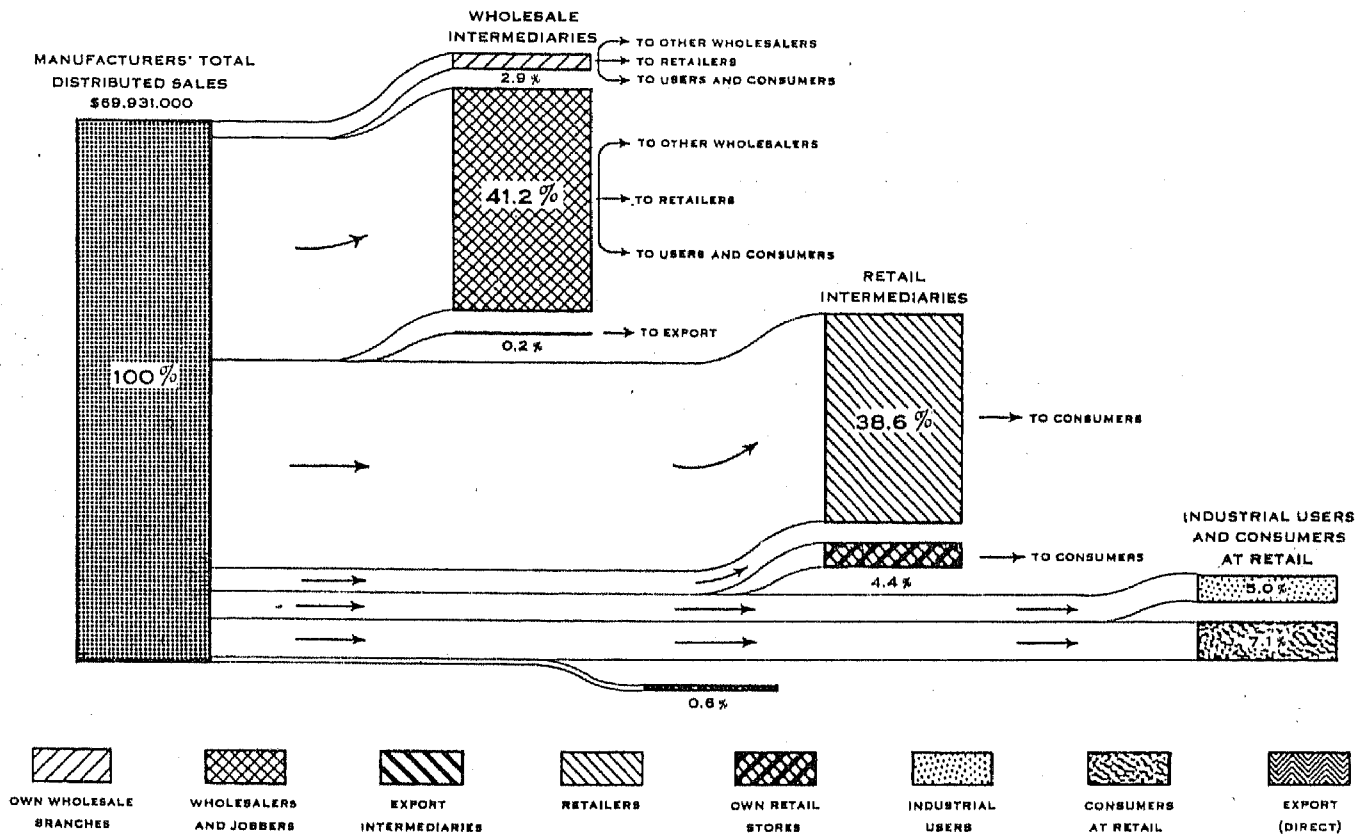
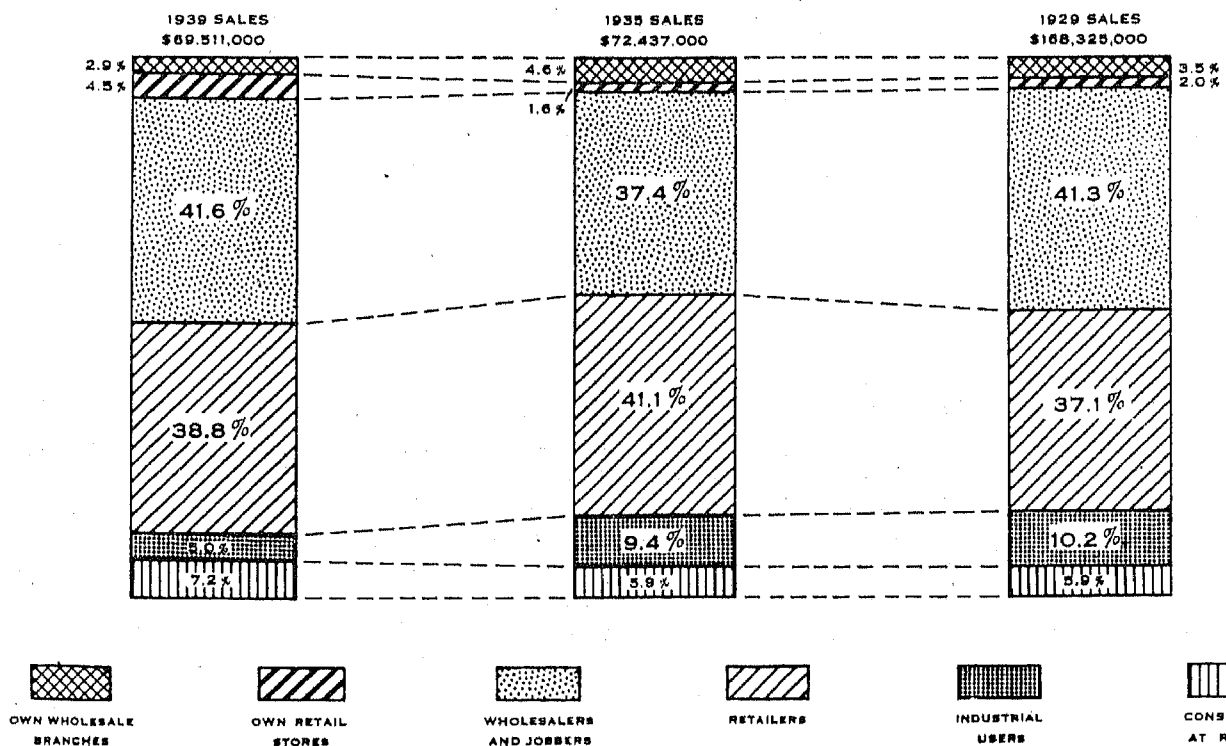


CHART 3B. DISTRIBUTION OF MANUFACTURERS' SALES BY PRIMARY CHANNELS: 1939, 1935, AND 1929



NONFERROUS METALS AND THEIR PRODUCTS

DESCRIPTION OF INDUSTRIES

This group of industries, as constituted for purposes of the Census of Manufactures, includes establishments chiefly engaged in primary and secondary smelting and refining of nonferrous metals; in alloying, rolling, and drawing nonferrous metals; and in manufacturing nonferrous metal products. Also included are establishments manufacturing sheet-metal products, regardless of material, not classified in other groups; establishments electroplating, plating and polishing, and engraving on metal except for printing purposes; and establishments engaged in lapidary work.

ALLOYING, AND ROLLING AND DRAWING

Alloying, and rolling and drawing of nonferrous metals (except aluminum).—Includes establishments primarily engaged in the alloying of nonferrous metals (other than aluminum) from new metals, or from scrap metals; rolling, drawing, or extruding products of nonferrous metals (except aluminum or aluminum alloys), such as plates and sheets, rods, tubing, pipe and wire. This industry classification does not include establishments engaged primarily in the recovery of nonferrous metals or nonferrous metal alloys from new or used scrap, nor the casting of such metals into ingots and pigs without alloying.

CLOCKS AND WATCHES

Clocks, watches, and materials and parts (except watchcases).—Includes establishments primarily engaged in the manufacture of clocks (including electrical), watches, and other devices operated by a clockwork, such as time-recording instruments and stamps, time switches, locks, etc., and the manufacture of clock and watch parts and materials (not including watchcases or watch crystals). Establishments that install purchased movements or movements of their own manufacture in purchased cases or those that install purchased movements in purchased cases are classified as manufacturers of watches.

Watchcases.—Includes establishments primarily engaged in the manufacture of watchcases, for sale as such. Establishments that install purchased movements in cases of their own manufacture are assigned to the "Clocks, watches, and materials and parts (except watchcases)" industry, and their products are reported as watches.

ENGRAVING ON METAL, PLATING, AND POLISHING

Electroplating, plating, and polishing.—Includes establishments primarily engaged in the plating, by electrolysis, of various metal articles, such as motor-vehicle accessories, lighting fixtures, musical instruments, and jewelry, with gold, silver, chromium, copper, nickel, and zinc. This industry represents, to a large extent, receipts for electroplating done on articles owned by others. Many establishments that manufacture jewelry and other commodities do their own electroplating and do not report its value separately, and therefore the report for this industry does not cover all the electroplating done.

This industry is omitted from table 3 as comparisons are not available.

Engraving on metal (except for printing purposes).—Includes establishments primarily engaged in engraving (for purposes other than printing), chasing and etching on jewelry and silverware, notarial seals, and other nonferrous metal products. The engraving on silverware and jewelry is done mainly on a custom basis for the trade. The products include name plates, badges, signs, etc.

This industry is omitted from table 3 as comparisons are not available.

JEWELRY

Jewelers' findings and materials.—Includes establishments primarily engaged in the manufacture of unassembled jewelry parts (except gems and stones), and stock-shop products, such as sheet, wire, and tubing.

Jewelry (precious metals).—Includes establishments primarily engaged in the manufacture of jewelry for personal adornment (including related products, such as cigarette cases and lighters, vanity cases, compacts, etc.) made from precious or semiprecious metals with or without precious stones; gold trimmings for umbrellas, canes, etc., diamond settings and mountings. Costume jewelry and nonprecious metal jewelry manufacturing is included in "Costume jewelry and costume novelties (jewelry other than fine jewelry)."

Lapidary work.—Includes establishments primarily engaged in the cutting and polishing of diamonds and other precious stones; drilling pearls; recutting and

setting stones; preparing jewels for surveyors' and electrical instruments and for watches and chronometers, and real and imitation stones for emblems. This work is done to some extent on a contract basis on materials owned by others.

LIGHTING FIXTURES

Lighting fixtures.—Includes establishments primarily engaged in the manufacture of lighting fixtures and other lighting equipment for homes, offices, public buildings, and outdoor use; lamps and headlights for motor vehicles, locomotives, etc., searchlights, spotlights, and floodlights; lamps and lanterns; reflectors and shades. Electric bulbs are included in "Electric lamps."

PRIMARY SMELTING AND REFINING OF NONFERROUS METALS

Primary smelting and refining of nonferrous metals.—Includes establishments primarily engaged in smelting copper, lead, zinc, and other nonferrous metals from the ore and in refining of primary nonferrous metals. Considerable smelting and refining is done on a toll basis (contract work), but the cost of material reported for establishments that treat ore, matte, or bullion for others includes the estimated values of such materials treated, and the value of products reported for these establishments includes the values of the metals produced.

However, the value of products given in the Census of Manufactures reports includes the estimated value of such materials treated as well as the amount received for treatment. In order, therefore, to reconcile distributed sales with value of products, this estimated value is shown in table 5 under "Value of products not distributed."

SECONDARY SMELTING AND REFINING OF NONFERROUS METALS AND ALLOYS

Secondary smelting and refining of gold, silver, and platinum.—Includes establishments primarily engaged in the refining and alloying of gold, silver, and platinum from bullion, sweepings, scrap, and old metal.

Secondary smelting and refining of nonferrous metals not elsewhere classified.—Includes establishments primarily engaged in the recovery of nonferrous metals and nonferrous metal alloys from new or used scrap metals without alloying.

SILVERWARE AND PLATED WARE

Silverware and plated ware.—Includes establishments primarily engaged in the manufacture of knives, forks, spoons and other flatware, hollow ware, toilet ware, ecclesiastical ware, etc., made of solid silver,

of metal plated with silver, gold, or other metal; of nickel, silver, or of pewter.

NONFERROUS METAL PRODUCTS NOT ELSEWHERE CLASSIFIED

Aluminum products (including rolling and drawing and extruding) not elsewhere classified.—Includes establishments primarily engaged in the production of aluminum ingots (from pig and scrap), castings, plates and sheets, rods, wire, extruded shapes, tubing, powder, and other aluminum products not elsewhere classified. The extraction of aluminum from the ore is classified in "Primary smelting and refining of nonferrous metals" and the recovery of aluminum from scrap is classified in "Secondary smelting and refining of nonferrous metals not elsewhere classified."

Aluminum ware (kitchen, hospital, and household), except electrical appliances.—Includes establishments primarily engaged in the manufacture of aluminum cooking ware, stamped, spun, or cast (except electrical appliances), and other ware, for use in kitchen, hospital, and household.

Collapsible tubes.—Includes establishments primarily engaged in the manufacture of collapsible tubes, made chiefly of tin, lead, and aluminum, for use as containers for toilet preparations, adhesives, etc. Collapsible tubes for use as containers for products made by the same manufacturer are not included.

Gold and silver leaf and foil.—Includes manufacturers (generally known as gold beaters) and covers the production of gold leaf (or silver) both in packs and in rolls.

Nonferrous metal foundries (except aluminum).—This industry includes nonferrous metal foundries primarily engaged in manufacturing castings, for sale as such (not including die-castings), of all nonferrous metals except aluminum.

Sheet-metal work not specifically classified.—Includes establishments primarily engaged in the manufacture of cornices, ventilators, skylights, gutters, and other types of sheet-metal work for buildings (but not fabrication work done by construction contractors at the place of construction) and manufacture of sheet-metal stovepipes, air ducts, tanks, bins, furnace casings, etc.

Tin and other foils (except gold and silver foil).—Includes establishments primarily engaged in the manufacture of tin, lead, aluminum, and composition foils (except gold and silver foils).

Nonferrous metal products not elsewhere classified.—Includes establishments primarily engaged in the production (from nonferrous metals, other than aluminum) of bearings and bushings, die castings, forged and hot-pressed parts, spun ware, and other nonferrous products not elsewhere classified.

TABLE 1.—DISTRIBUTED SALES BY CLASSES OF CUSTOMERS, BY INDUSTRIES, FOR THE UNITED STATES: 1939

[Values expressed in thousands of dollars]

NONFERROUS METALS AND THEIR PRODUCTS	DISTRIBUTED SALES									PERCENT DISTRIBUTED SALES									
	Number of establishments reporting	Total distributed sales	To or through manufacturer-owned-and-operated outlets		To other business concerns in the United States, for resale			Export, direct to buyers in other countries	To users and consumers		Total	To or through manufacturer-owned-and-operated outlets		To other business concerns in the United States, for resale			Export, direct to buyers in other countries	To users and consumers	
			Wholesale branches or offices	Retail stores	Wholesalers and jobbers	Export intermediaries	Retailers (including chains)		Industrial, etc., users ¹	Consumers at retail ²		Wholesale branches or offices	Retail stores	Wholesalers and jobbers	Export intermediaries	Retailers (including chains)		Industrial, etc., users ¹	Consumers at retail ²
Alloying, and Rolling and Drawing																			
Alloying, and rolling and drawing of non-ferrous metals (except aluminum)	187	\$414, 133	\$102, 024	-----	\$51, 400	\$5, 452	\$1, 402	\$6, 617	\$247, 148	-----	100. 0	24. 6	-----	12. 4	1. 3	0. 4	1. 6	50. 7	-----
Clocks and Watches																			
Clocks, watches, and materials and parts (except watchcases)	74	88, 467	9, 188	-----	48, 327	482	10, 189	1, 002	\$ 18, 584	\$95	100. 0	10. 4	-----	54. 6	. 6	11. 5	1. 8	\$ 21. 0	0. 1
Watchcases	40	8, 420	(¹)	-----	\$ 5, 088	-----	1, 021	(¹)	2, 311	-----	100. 0	(¹)	-----	\$ 60. 5	-----	12. 1	(¹)	27. 4	-----
Engraving on Metal, Plating, and Polishing																			
Electroplating, plating, and polishing	283	13, 136	(²)	-----	\$ 2, 102	-----	224	-----	\$ 10, 642	108	100. 0	(²)	-----	\$ 16. 0	-----	1. 7	-----	\$ 81. 0	1. 3
Engraving on metal (except for printing purposes)	62	5, 152	(²)	-----	\$ 1, 131	-----	65	37	\$ 3, 919	-----	100. 0	(²)	-----	\$ 21. 0	-----	1. 3	. 7	\$ 76. 1	-----
Jewelry																			
Jewelers' findings and materials	82	22, 335	(³)	-----	\$ 3, 481	-----	241	78	\$ 18, 535	-----	100. 0	(³)	-----	\$ 15. 6	-----	1. 1	. 3	\$ 83. 0	-----
Jewelry (precious metals)	841	60, 031	2, 020	\$3, 089	28, 812	125	20, 081	420	\$ 3, 487	4, 997	100. 0	2. 0	4. 4	41. 2	. 2	38. 6	. 6	5. 9	7. 1
Lapidary work	63	4, 419	(⁴)	-----	\$ 3, 063	-----	418	(⁴)	938	-----	100. 0	(⁴)	-----	\$ 69. 3	-----	9. 5	(⁴)	21. 2	-----
Lighting Fixtures																			
Lighting fixtures	566	123, 201	2, 473	1, 009	48, 374	839	20, 022	1, 543	41, 807	1, 134	100. 0	2. 0	. 8	30. 3	. 7	21. 1	1. 3	33. 9	. 9
Primary Smelting and Refining of Non-ferrous Metals																			
Primary smelting and refining of non-ferrous metals	63	762, 021	(⁵)	-----	(⁵)	(⁵)	-----	(⁵)	\$ 762, 021	-----	100. 0	(⁵)	-----	(⁵)	-----	(⁵)	-----	\$ 100. 0	-----
Secondary Smelting and Refining of Nonferrous Metals and Alloys																			
Secondary smelting and refining of gold, silver, and platinum	57	107, 020	2, 072	-----	4, 755	-----	(⁷)	3, 730	\$ 96, 463	-----	100. 0	1. 0	-----	4. 5	-----	(⁷)	3. 5	\$ 90. 1	-----
Secondary smelting and refining of non-ferrous metals not elsewhere classified	108	94, 792	8, 072	-----	7, 030	575	245	150	\$ 78, 711	-----	100. 0	8. 5	-----	7. 4	. 6	. 3	. 2	\$ 83. 0	-----
Silverware and Plated Ware																			
Silverware and plated ware	140	59, 236	23, 260	502	\$ 10, 950	(⁶)	20, 058	383	3, 182	172	100. 0	30. 3	1. 0	\$ 18. 5	(⁶)	34. 0	. 6	5. 4	. 3
Nonferrous Metal Products Not Elsewhere Classified																			
Aluminum products (including rolling and drawing and extruding) not elsewhere classified	161	163, 892	(⁶)	-----	3, 790	213	1, 334	32	\$ 157, 807	656	100. 0	(⁶)	-----	2. 3	. 2	. 8	(¹⁰)	\$ 96. 3	. 4
Aluminum ware (kitchen, hospital, and household), except electrical appliances	32	34, 531	(⁶)	-----	\$ 5, 816	(⁸)	15, 202	405	\$ 9, 212	3, 806	100. 0	(⁶)	-----	\$ 16. 8	(⁸)	44. 0	1. 2	\$ 26. 7	11. 3
Collapse tubes	14	9, 576	-----	-----	1, 880	-----	-----	132	7, 504	-----	100. 0	-----	-----	19. 6	-----	-----	1. 4	79. 0	-----
Gold and silver leaf and foil	26	2, 381	(¹¹)	-----	650	-----	400	20	\$ 1, 281	-----	100. 0	(¹¹)	-----	27. 7	-----	17. 2	1. 2	\$ 53. 9	-----
Nonferrous metal foundries (except aluminum)	501	51, 915	5, 332	-----	3, 880	37	450	130	41, 943	143	100. 0	10. 3	-----	7. 5	. 1	. 8	. 2	80. 8	. 3
Sheet-metal work not specifically classified	1, 236	148, 401	3, 723	1, 592	36, 048	1, 197	18, 400	1, 330	78, 695	7, 356	100. 0	2. 5	1. 1	24. 3	. 8	12. 4	. 9	53. 0	5. 0
Tin and other foils (except gold and silver foil)	12	18, 948	(¹²)	-----	(¹²)	(¹²)	(¹²)	(¹²)	\$ 18, 948	-----	100. 0	(¹²)	-----	(¹²)	(¹²)	(¹²)	(¹²)	\$ 100. 0	-----
Nonferrous metal products not elsewhere classified	433	137, 962	17, 453	-----	22, 633	2, 080	2, 276	1, 918	91, 434	150	100. 0	12. 7	-----	10. 4	1. 5	1. 6	1. 4	60. 3	. 1

¹ Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).² Includes farmers, household consumers, and employees at retail.³ Interplant transfers combined with sales to industrial, etc., users to avoid disclosure.⁴ Sales to or through own wholesale branches or offices and direct export sales combined with sales to wholesalers and jobbers to avoid disclosure.⁵ Sales to or through own wholesale branches or offices combined with sales to wholesalers and jobbers to avoid disclosure.⁶ Sales to or through own wholesale branches or offices, wholesalers and jobbers, export intermediaries, direct export sales, and interplant transfers combined with sales to industrial, etc., users to avoid disclosure.⁷ Sales to retailers and interplant transfers combined with sales to industrial, etc., users to avoid disclosure.⁸ Sales to export intermediaries combined with sales to wholesalers and jobbers to avoid disclosure.⁹ Sales to or through own wholesale branches or offices combined with sales to industrial, etc., users to avoid disclosure.¹⁰ Less than one-tenth of 1 percent.¹¹ Sales to or through own wholesale branches or offices and interplant transfers combined with sales to industrial, etc., users to avoid disclosure.¹² Sales to or through own wholesale branches or offices, to wholesalers and jobbers, to export intermediaries, to retailers, direct export sales, and interplant transfers combined with sales to industrial, etc., users to avoid disclosure.

TABLE 2.—DISTRIBUTED SALES BY CLASS-OF-CUSTOMER GROUPS, AND INTERPLANT TRANSFERS, BY INDUSTRIES, FOR THE UNITED STATES: 1939

[Values expressed in thousands of dollars]

NONFERROUS METALS AND THEIR PRODUCTS	DISTRIBUTED SALES												INTERPLANT TRANSFERS			TOTAL DIS- TRIBUTED SALES AND INTERPLANT TRANSFERS	
	Number of establishments report- ing	Total distributed sales	To or through manufacturer- owned-and- operated outlets		To other busi- ness concerns in the United States, for resale		Export, direct to buyers in other countries		To industrial, etc., users ¹		To consum- ers at retail ²		INTERPLANT TRANSFERS			Number of establish- ments reporting	Amount
			Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Number of establish- ments		Amount		
													Total re- porting	Using ex- clusively			
Alloying, and Rolling and Drawing																	
Alloying, and rolling and drawing of nonferrous metals (except aluminum)	187	\$414,133	\$102,024	24.6	\$68,344	14.1	\$6,017	1.6	\$247,148	59.7			39	1	\$42,034	188	\$456,167
Clocks and Watches																	
Clocks, watches, and materials and parts (except watchcases)	74	88,467	9,188	10.4	58,908	66.7	1,002	1.8	\$ 18,584	\$ 21.0	\$95	0.1	(⁴)	(⁴)	(³)	74	88,467
Watchcases	40	8,420	(⁵)	(⁵)	\$ 0,109	\$ 72.6	(⁵)	(⁵)	2,311	27.4			3	2	1,236	42	9,656
Engraving on Metal, Plating, and Polishing																	
Electroplating, plating, and polishing	283	13,136	(⁶)	(⁶)	\$ 2,326	\$ 17.7			\$ 10,042	\$ 81.0	168	1.3	(⁴)	(⁴)	(³)	283	13,136
Engraving on metal (except for print- ing purposes)	62	5,152	(⁶)	(⁶)	\$ 1,100	\$ 23.2	37	.7	\$ 3,919	\$ 76.1			(⁴)	(⁴)	(³)	62	5,152
Jewelry																	
Jewelers' findings and materials	82	22,335	(⁶)	(⁶)	\$ 3,722	\$ 16.7	78	.3	\$ 18,535	\$ 83.0			(⁴)		(³)	82	22,335
Jewelry (precious metals)	841	69,931	5,109	7.3	55,918	80.0	420	.6	3,487	5.0	4,907	7.1				841	69,931
Lapidary work	63	4,419	(⁶)	(⁶)	\$ 3,481	\$ 78.8	(⁶)	(⁶)	938	21.2						63	4,419
Lighting Fixtures																	
Lighting fixtures	566	123,201	3,482	2.8	75,236	61.1	1,543	1.3	41,807	33.9	1,134	.9	4	2	4,076	568	127,276
Primary Smelting and Refining of Non- ferrous Metals																	
Primary smelting and refining of non- ferrous metals	63	762,021	(⁷)	(⁷)	(⁷)	(⁷)	(⁷)	(⁷)	7762,021	7100.0			(⁴)	(⁴)	(⁷)	63	762,021
Secondary Smelting and Refining of Nonferrous Metals and Alloys																	
Secondary smelting and refining of gold, silver, and platinum	57	107,020	2,072	1.9	4,755	4.5	3,730	3.5	\$ 96,463	\$ 90.1			(⁴)		(³)	57	107,020
Secondary smelting and refining of nonferrous metals not elsewhere clas- sified	108	94,702	8,072	8.5	7,850	8.3	160	.2	\$ 78,711	\$ 83.0			(⁴)		(³)	108	94,702
Silverware and Plated Ware																	
Silverware and plated ware	140	50,236	23,891	40.3	31,008	53.4	383	.6	3,182	5.4	172	.3	9	2	3,073	142	62,309
Nonferrous Metal Products Not Else- where Classified																	
Aluminum products (including rolling and drawing and extruding) not else- where classified	161	163,892	(⁸)	(⁸)	5,337	3.3	32	(⁹)	\$ 157,807	\$ 96.3	650	.4	3	1	501	162	164,393
Aluminum ware (kitchen, hospital, and household), except electrical ap- pliances	32	34,531	(⁸)	(⁸)	21,018	60.8	405	1.2	\$ 9,212	\$ 26.7	3,890	11.3	5		564	32	35,095
Collapsible tubes	14	9,576			1,880	19.6	132	1.4	7,564	79.0			(⁴)		(¹⁰)	14	9,576
Gold and silver leaf and foil	20	2,381	(¹⁰)	(¹⁰)	1,008	44.0	29	1.2	\$ 1,284	\$ 53.0						20	2,381
Nonferrous metal foundries (except aluminum)	591	51,915	5,332	10.3	4,367	8.4	130	.2	41,943	80.8	143	.3	13	3	3,137	594	55,052
Sheet-metal work not specifically clas- sified	1,230	148,401	5,315	3.6	55,705	37.5	1,330	.9	78,095	53.0	7,350	5.0	17	1	3,705	1,237	152,106
Tin and other foils (except gold and silver foil)	12	18,048	(⁷)	(⁷)	(⁷)	(⁷)	(⁷)	(⁷)	\$ 18,048	\$ 100.0			(⁴)		(⁷)	12	18,048
Nonferrous metal products not else- where classified	433	137,962	17,453	12.7	26,998	19.6	1,918	1.4	91,434	66.3	150	.1	8		3,089	433	141,051

¹ Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).² Includes farmers, household consumers, and employees at retail.³ Interplant transfers combined with sales to industrial, etc., users to avoid disclosure.⁴ Omitted to avoid disclosure.⁵ Sales to or through manufacturer-owned-and-operated outlets and direct export sales combined with sales to "Other business concerns in the United States" to avoid disclosure.⁶ Sales to or through manufacturer-owned-and-operated outlets combined with sales to "Other business concerns in the United States" to avoid disclosure.⁷ Sales to or through manufacturer-owned-and-operated outlets to "Other business concerns in the United States," direct export sales, and interplant transfers combined with sales to industrial, etc., users to avoid disclosure.⁸ Sales to or through manufacturer-owned-and-operated outlets combined with sales to industrial, etc., users to avoid disclosure.⁹ Less than one-tenth of 1 percent.¹⁰ Sales to or through manufacturer-owned-and-operated outlets and interplant transfers combined with sales to industrial, etc., users to avoid disclosure.

CENSUS OF BUSINESS

TABLE 3.— DISTRIBUTED SALES BY INDUSTRIES AND BY CLASSES OF CUSTOMERS, FOR THE UNITED STATES: 1939, 1935, AND 1929

[For comparative purposes, direct export sales omitted. Values expressed in thousands of dollars]

NONFERROUS METALS AND THEIR PRODUCTS	TOTAL DISTRIBUTED SALES (EXCLUDING DIRECT EXPORT)		SALES TO OR THROUGH MANUFACTURER-OWNED-AND-OPERATED OUTLETS				SALES TO OTHER BUSINESS CONCERNS IN THE UNITED STATES, FOR RESALE				SALES TO USERS AND CONSUMERS			
			Wholesale branches or offices		Retail stores		Wholesalers and jobbers ¹		Retailers (including chains)		Industrial, etc., users ²		Consumers at retail ³	
	Number of establishments reporting	Amount	Amount	Per-cent of total	Amount	Per-cent of total	Amount	Per-cent of total	Amount	Per-cent of total	Amount	Per-cent of total	Amount	Per-cent of total
Alloying, and Rolling and Drawing														
Alloying, and rolling and drawing of non-ferrous metals (except aluminum); non-ferrous metal foundries (except aluminum); and nonferrous metal products not elsewhere classified:														
1939	1,211	\$595,345	\$124,809	21.0			\$85,581	14.4	\$4,128	0.7	\$380,525	63.9	\$302	(9)
Alloying, and rolling and drawing of nonferrous metals (except aluminum)	187	407,516	102,024	25.0			56,942	14.0	1,402	.3	247,148	60.7		
Nonferrous metal foundries (except aluminum)	591	51,785	5,332	10.3			3,917	7.6	450	.9	41,943	81.0	143	0.2
Nonferrous metal products not elsewhere classified	433	136,044	17,453	12.8			24,722	18.2	2,276	1.7	91,431	67.2	159	.1
1935	1,090	386,822	37,034	10.1			47,153	12.9	3,944	1.1	278,286	75.8	405	.1
1929	1,204	824,429	83,854	6.5			\$190,399	\$23.1	(5)	(5)	580,176	70.4		
Clocks and Watches														
Clocks, watches, and materials and parts (except watchcases); and watchcases:														
1939	114	95,285	9,188	9.6			53,897	56.6	11,210	11.8	20,895	21.9	95	.1
Clocks, watches, and materials and parts (except watchcases)	74	86,865	9,188	10.6			48,809	56.2	10,189	11.7	\$18,584	\$21.4	95	.1
Watchcases	40	8,420	(7)	(7)			\$5,088	\$60.4	1,021	12.1	2,311	27.5		
1935	101	59,388	5,211	8.8			34,551	58.2	10,214	17.2	9,082	15.3	380	.5
1929	121	88,665	15,746	17.8			54,877	61.9	5,155	5.8	12,887	14.5		
Jewelry														
Jewelers' findings and materials:														
1939	82	22,257	(5)	(5)			\$3,481	\$15.6	241	1.1	\$18,535	\$83.3		
1935	71	13,644					2,400	17.6	421	3.1	10,823	79.3		
Jewelry (precious metals):														
1939	844	69,511	2,020	2.9	\$3,080	4.5	28,937	41.6	26,981	38.8	3,487	5.0	4,997	7.2
1935	947	72,437	3,353	4.6	1,153	1.6	27,070	37.4	29,792	41.1	6,705	9.4	4,274	5.9
1929	1,345	168,325	5,839	3.5	3,388	2.0	69,471	41.3	62,370	37.1	17,240	10.2	10,011	5.9
Lapidary work:														
1939	63	4,419	(7)	(7)			\$3,093	\$69.3	418	9.5	938	21.2		
1935	52	1,964					1,086	55.3	262	13.3	616	31.4		
Lighting Fixtures														
Lighting fixtures:														
1939	566	121,658	2,473	2.0	1,069	.8	40,213	40.5	26,022	21.4	41,807	34.4	1,134	.9
1935	489	82,740	2,164	2.6	588	.7	28,037	33.9	18,226	22.0	32,380	39.2	1,351	1.6
1929	614	144,960	6,420	4.4	1,275	.9	57,497	39.7	23,801	16.4	46,755	32.2	9,217	6.4
Primary Smelting and Refining of Non-ferrous Metals														
Primary smelting and refining of non-ferrous metals:														
1939	63	762,021	(9)	(9)			(9)	(9)			\$762,021	\$100.0		
1935 ¹⁰	63	502,940	(11)	(11)			(11)	(11)			\$502,940	\$100.0		

See footnotes at end of table.

DISTRIBUTION OF MANUFACTURERS' SALES: 1939

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TABLE 3.—DISTRIBUTED SALES BY INDUSTRIES AND BY CLASSES OF CUSTOMERS, FOR THE UNITED STATES: 1939, 1935, AND 1929—Continued

[For comparative purposes, direct export sales omitted. Values expressed in thousands of dollars]

NONFERROUS METALS AND THEIR PRODUCTS	TOTAL DISTRIBUTED SALES (EXCLUDING DIRECT EXPORT)		SALES TO OR THROUGH MANUFACTURER-OWNED-AND-OPERATED OUTLETS				SALES TO OTHER BUSINESS CONCERNS IN THE UNITED STATES, FOR RESALE				SALES TO USERS AND CONSUMERS			
			Wholesale branches or offices		Retail stores		Wholesalers and jobbers ¹		Retailers (including chains)		Industrial, etc., users ²		Consumers at retail ³	
	Number of establishments reporting	Amount	Amount	Per cent of total	Amount	Per cent of total	Amount	Per cent of total	Amount	Per cent of total	Amount	Per cent of total	Amount	Per cent of total
Secondary Smelting and Refining of Non-ferrous Metals and Alloys														
Secondary smelting and refining of gold, silver, and platinum:														
1939	57	\$103,290	\$2,072	2.0			\$4,755	4.6	(12)	(12)	\$96,463	93.4		
1935 ¹⁰	80	77,110	3,770	4.9			8,551	11.1	\$616	0.8	64,146	83.2		
Secondary smelting and refining of non-ferrous metals not elsewhere classified:														
1939	108	94,633	8,072	8.5			7,905	8.0	245	.3	78,711	83.2		
1935	82	63,604	10,073	15.8			8,768	13.8	73	.1	44,100	69.3		
Silverware and Plated Ware														
Silverware and plated ware:														
1939	140	58,853	23,209	39.6	\$592	1.0	10,950	18.6	20,658	35.1	3,182	5.4	\$172	0.3
1935 ¹⁰	139	42,514	10,937	25.7	947	2.2	8,708	20.6	14,550	34.3	1,265	3.0	141	.3
Nonferrous Metal Products Not Elsewhere Classified														
Aluminum products (including rolling and drawing and extruding) not elsewhere classified; and aluminum ware (kitchen, hospital, and household) except electrical appliances:														
1939	193	107,080					0,810	5.0	16,536	8.3	167,079	84.4	4,552	2.3
Aluminum products (including rolling and drawing and extruding) not elsewhere classified:														
1939	161	163,800	(13)	(13)			4,003	2.5	1,334	.8	157,867	96.3	650	.4
Aluminum ware (kitchen, hospital, and household) except electrical appliances:														
1939	32	34,126	(13)	(13)			5,816	17.0	15,202	44.6	12,012	27.0	3,896	11.4
1935 ¹⁰	168	104,455	(13)	(13)			6,227	6.0	11,917	11.4	86,060	82.4	251	.2
1929	150	162,748	(5)	(5)	(14)	(14)	\$11,266	\$7.4	\$22,977	\$15.0	\$116,087	\$76.0	\$2,418	\$1.6
Collapsible tubes:														
1939	14	9,444					1,880	19.0			7,564	80.1		
1935	16	8,492					\$307	\$4.3	(4)	(4)	8,125	95.7		
1929	17	8,913									8,913	100.0		
Gold and silver leaf and foil:														
1939	26	2,352	(14)	(14)			650	28.0	409	17.4	1,284	54.6		
1935	28	1,870	(14)	(14)			362	19.4	76	4.0	1,433	76.6		
Sheet-metal work not specifically classified:														
1939	1,236	147,071	3,723	2.5	\$1,592	1.1	37,245	25.3	18,460	12.6	78,695	53.5	7,555	5.0
1935	1,315	113,076	13,060	11.5	288	.3	22,262	19.5	10,207	16.9	52,103	45.7	6,927	6.1
Tin and other foils (except gold and silver foil):														
1939	12	18,948	(16)	(16)			(16)	(16)	(16)	(16)	18,948	100.0		
1935	11	15,737	(16)	(16)							15,737	100.0		

¹ Export intermediaries included for comparative purposes.² Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).³ Includes farmers, household consumers, and employees at retail.⁴ Less than one-tenth of 1 percent.⁵ Sales to retailers combined with sales to wholesalers and jobbers to avoid disclosure.⁶ Interplant transfers included to avoid disclosure.⁷ Sales to or through own wholesale branches or offices and direct export sales combined with sales to wholesalers and jobbers to avoid disclosure.⁸ Sales to or through own wholesale branches or offices combined with sales to wholesalers and jobbers to avoid disclosure.⁹ Sales to or through own wholesale branches or offices, to wholesalers and jobbers, interplant transfers, and direct export sales combined with sales to industrial, etc., users to avoid disclosure.¹⁰ Revised for comparative purposes, see explanation, p. 2.¹¹ Sales to or through own wholesale branches or offices and wholesalers and jobbers combined with sales to industrial, etc., users to avoid disclosure.¹² Sales to retailers and interplant transfers combined with sales to industrial, etc., users to avoid disclosure.¹³ Sales to or through own wholesale branches or offices combined with sales to industrial, etc., users to avoid disclosure.¹⁴ Sales to or through own retail stores combined with sales to retailers to avoid disclosure.¹⁵ Sales to or through own wholesale branches or offices and interplant transfers combined with sales to industrial, etc., users to avoid disclosure.¹⁶ Sales to or through own wholesale branches or offices, to wholesalers and jobbers, to retailers, direct export sales, and interplant transfers combined with sales to industrial, etc., users to avoid disclosure.

TABLE 4.—NUMBER OF ESTABLISHMENTS, BY INDUSTRIES AND BY CLASSES OF CUSTOMERS, FOR THE UNITED STATES: 1939

NONFERROUS METALS AND THEIR PRODUCTS	Number of establishments reporting distributed sales and transfers	ESTABLISHMENTS REPORTING DISTRIBUTED SALES																		
		ESTABLISHMENTS REPORTING INTERPLANT TRANSFERS ¹		To or through manufacturer-owned-and-operated outlets				To other business concerns in the United States, for resale						Export, direct to buyers in other countries		To users and consumers				
		Number	Using exclusively	Total ²	Wholesale branches or offices		Retail stores		Wholesalers and jobbers		Export intermediaries		Retailers (including chains)		Number	Selling exclusively	Industrial, etc., users ³	Consumers at retail ⁴		
					Number	Selling exclusively	Number	Selling exclusively	Number	Selling exclusively	Number	Selling exclusively	Number	Selling exclusively				Number	Selling exclusively	Number
Alloying, and Rolling and Drawing																				
Alloying, and rolling and drawing of nonferrous metals (except aluminum).....	188	30	1	187	50	22	-----	-----	93	15	32	-----	22	-----	30	-----	144	53	-----	-----
Clocks and Watches																				
Clocks, watches, and materials and parts (except watchcases).....	74	(5)	(5)	74	11	4	-----	-----	47	4	12	-----	20	9	21	-----	33	8	10	-----
Watchcases.....	42	3	2	40	(5)	-----	-----	35	26	-----	-----	0	2	(5)	-----	7	4	-----	-----	
Engraving on Metal, Plating, and Polishing																				
Electroplating, plating, and polishing.....	283	(5)	(5)	283	(7)	(7)	-----	-----	62	40	-----	-----	21	5	-----	-----	222	103	28	7
Engraving on metal (except for printing purposes).....	62	(5)	(5)	62	(7)	-----	-----	12	7	-----	-----	8	5	4	-----	40	42	-----	-----	
Jewelry																				
Jewelers' findings and materials.....	82	(5)	-----	82	(7)	-----	-----	28	16	-----	-----	4	1	11	-----	65	46	-----	-----	
Jewelry (precious metals).....	841	-----	-----	841	14	8	44	25	384	220	9	1	492	301	27	-----	73	30	101	20
Lapidary work.....	63	-----	-----	63	(5)	(5)	-----	-----	39	31	-----	-----	17	12	(5)	(5)	15	11	-----	-----
Lighting Fixtures																				
Lighting fixtures.....	568	4	2	566	11	5	10	6	309	144	37	2	251	127	46	-----	192	50	62	6
Primary Smelting and Refining of Nonferrous Metals																				
Primary smelting and refining of nonferrous metals.....	63	(5)	(5)	63	(5)	(5)	-----	-----	(5)	-----	(5)	-----	-----	-----	(5)	-----	63	63	-----	-----
Secondary Smelting and Refining of Nonferrous Metals and Alloys																				
Secondary smelting and refining of gold, silver, and platinum.....	57	(5)	-----	57	4	1	-----	-----	19	8	-----	-----	(5)	(5)	4	-----	48	35	-----	-----
Secondary smelting and refining of nonferrous metals not elsewhere classified.....	108	(5)	-----	108	0	6	-----	-----	41	11	8	-----	5	-----	6	-----	89	53	-----	-----
Silverware and Plated Ware																				
Silverware and plated ware.....	142	9	2	140	14	1	3	1	1055	1026	(10)	(10)	90	53	16	-----	27	6	16	2
Nonferrous Metal Products Not Elsewhere Classified																				
Aluminum products (including rolling and drawing and extruding) not elsewhere classified.....	162	3	1	161	(11)	(11)	-----	-----	45	16	7	-----	21	5	6	-----	132	90	4	1
Aluminum ware (kitchen, hospital, and household), except electrical appliances.....	32	5	-----	32	(11)	(11)	-----	-----	12	24	2	(12)	22	3	11	-----	118	11	12	-----
Collapsible tubes.....	14	-----	-----	14	-----	-----	-----	-----	3	1	-----	-----	-----	-----	8	-----	11	5	-----	-----
Gold and silver leaf and foil.....	26	(12)	-----	26	(12)	(12)	-----	-----	14	4	-----	-----	4	-----	3	-----	120	18	-----	-----
Nonferrous metal foundries (except aluminum).....	594	13	3	591	19	15	-----	-----	102	31	5	-----	24	7	14	-----	522	445	17	3
Sheet-metal work not specifically classified.....	1,237	17	1	1,236	29	16	31	21	415	107	18	-----	244	40	24	-----	870	517	292	69
Tin and other foils (except gold and silver foil).....	12	(14)	-----	12	(14)	(14)	-----	-----	(14)	(14)	(14)	-----	(14)	(14)	(14)	-----	12	12	-----	-----
Nonferrous metal products not elsewhere classified.....	433	8	-----	433	18	10	-----	-----	185	72	22	1	40	11	52	-----	314	107	23	4

¹ See definition for "Interplant transfers," p. 3.² Establishments reporting distributed sales are obtained by subtracting "Establishments reporting interplant transfers—using exclusively" from "Establishments reporting distributed sales and transfers."³ Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).⁴ Includes farmers, household consumers, and employees at retail.⁵ Establishments reporting interplant transfers combined with industrial, etc., users to avoid disclosure.⁶ Establishments reporting sales to or through own wholesale branches or offices and direct export sales combined with wholesalers and jobbers to avoid disclosure.⁷ Establishments reporting sales to or through own wholesale branches or offices combined with wholesalers and jobbers to avoid disclosure.⁸ Establishments reporting interplant transfers, sales to or through own wholesale branches or offices, wholesalers and jobbers, export intermediaries, and direct export sales combined with industrial, etc., users to avoid disclosure.⁹ Establishments reporting interplant transfers and sales to retailers combined with industrial, etc., users to avoid disclosure.¹⁰ Establishments reporting sales to export intermediaries combined with wholesalers and jobbers to avoid disclosure.¹¹ Establishments reporting sales to or through own wholesale branches or offices combined with industrial, etc., users to avoid disclosure.¹² Establishments reporting sales to export intermediaries combined with wholesalers and jobbers to avoid disclosure.¹³ Establishments reporting interplant transfers and sales to or through own wholesale branches or offices combined with industrial, etc., users to avoid disclosure.¹⁴ Establishments reporting interplant transfers, sales to or through own wholesale branches or offices, to wholesalers and jobbers, to export intermediaries, to retailers, and direct export sales combined with industrial, etc., users to avoid disclosure.

TABLE 5.—RECONCILIATION OF MANUFACTURES VALUE OF PRODUCTS WITH TOTAL DISTRIBUTED SALES, AND NUMBER OF ESTABLISHMENTS REPORTING SALES WITH NUMBER OF ESTABLISHMENTS IN INDUSTRY (MANUFACTURES): 1939

[Values expressed in thousands of dollars]

NONFERROUS METALS AND THEIR PRODUCTS	Value of products ¹	INVENTORY ¹ (FINISHED PRODUCTS)		Purchased merchandise sold without processing (+)	Receipts for contract and repair work ¹ (-)	Value of products not distributed (-)	Interplant transfers (-)	Value of products adjusted for distribution ² (A+B+D) minus (C+E+F+G)	Total distributed sales reported	Total number of establishments ¹	NUMBER OF ESTABLISHMENTS REPORTING			
		Beginning of year 1939 (+)	End of year 1939 (-)								Exclusive contract work	No distribution of sales	Exclusive interplant transfers	Distribution of sales
A		B	C	D	E	F	G							
Alloying, and Rolling and Drawing														
Alloying, and rolling and drawing of nonferrous metals (except aluminum).....	\$445,060	\$21,234	\$21,131	\$14,581	\$1,007	-----	\$42,034	\$416,013	\$414,133	168	-----	-----	1	187
Clocks and Watches														
Clocks, watches, and materials and parts (except watchcases).....	84,846	3,057	3,806	5,008	1,219	-----	(³)	88,876	⁴ 88,467	74	-----	-----	(³)	74
Watchcases.....	9,702	701	759	-----	-----	-----	1,236	8,468	8,420	42	-----	-----	2	40
Engraving on Metal, Plating, and Polishing														
Electroplating, plating, and polishing.....	28,108	288	308	91	14,476	\$655	(³)	13,109	⁴ 13,136	643	354	6	(³)	283
Engraving on metal (except for printing purposes).....	5,864	98	93	40	589	72	(³)	5,248	⁴ 5,152	94	29	3	(³)	62
Jewelry														
Jewelers' findings and materials.....	22,480	809	924	44	-----	-----	(³)	22,508	⁴ 22,335	82	-----	-----	-----	82
Jewelry (precious metals).....	71,419	10,850	11,094	2,076	3,174	841	-----	69,036	69,931	886	42	3	-----	841
Lapidary work.....	5,129	921	1,310	173	533	-----	-----	4,380	4,410	90	27	-----	-----	63
Lighting Fixtures														
Lighting fixtures.....	124,582	6,398	6,421	4,177	716	-----	4,075	123,945	123,201	568	-----	-----	2	566
Primary Smelting and Refining of Nonferrous Metals														
Primary smelting and refining of nonferrous metals.....	956,572	81,709	50,732	-----	-----	227,370	(³)	709,209	⁴ 762,021	63	-----	-----	(³)	63
Secondary Smelting and Refining of Nonferrous Metals and Alloys														
Secondary smelting and refining of gold, silver, and platinum.....	101,784	974	951	6,251	1,583	-----	(³)	106,475	⁴ 107,020	66	9	-----	-----	57
Secondary smelting and refining of nonferrous metals not elsewhere classified.....	82,038	6,094	5,079	10,803	-----	-----	(³)	94,216	⁴ 94,762	108	-----	-----	-----	108
Silverware and Plated Ware														
Silverware and plated ware.....	62,771	5,976	6,087	985	583	248	3,073	59,741	59,236	150	5	3	2	140
Nonferrous Metal Products Not Elsewhere Classified														
Aluminum products (including rolling and drawing and extruding) not elsewhere classified.....	169,819	8,280	12,577	226	1,003	-----	501	163,554	163,892	162	-----	-----	1	161
Aluminum ware (kitchen, hospital, and household), except electrical appliances.....	37,125	6,499	7,492	736	-----	-----	504	30,394	34,531	32	-----	-----	-----	32
Collapsible tubes.....	9,472	380	370	117	-----	-----	(³)	9,008	9,576	14	-----	-----	-----	14
Gold and silver leaf and foil.....	2,109	241	204	256	-----	-----	-----	2,342	⁴ 2,381	26	-----	-----	-----	26
Nonferrous metal foundries (except aluminum).....	55,637	1,844	1,952	1,631	627	1,280	3,137	52,107	51,915	600	-----	6	3	591
Sheet-metal work not specifically classified.....	137,341	5,312	5,840	15,197	-----	1,295	3,705	147,040	148,401	1,262	8	17	1	1,236
Tin and other foils (except gold and silver foil).....	19,072	526	603	200	-----	-----	(³)	19,285	⁴ 18,948	12	-----	-----	-----	12
Nonferrous metal products not elsewhere classified.....	141,766	8,812	9,452	2,028	642	373	3,080	139,050	137,962	438	-----	5	-----	433

¹ From Census of Manufactures.² See explanation under "Correlation with Census of Manufactures," p. 2.³ Omitted to avoid disclosure.⁴ Interplant transfers included to avoid disclosure.

TABLE 6.—DISTRIBUTED SALES NEGOTIATED THROUGH AGENTS, BROKERS, AND COMMISSION HOUSES, AND NUMBER OF ESTABLISHMENTS REPORTING, BY INDUSTRIES, FOR THE UNITED STATES: 1939 AND 1935

[Values expressed in thousands of dollars]

NONFERROUS METALS AND THEIR PRODUCTS	DISTRIBUTED SALES									
	1939					1935				
	Total	Through agents, brokers, and commission houses (excluding manufacturers' own sales force)				Total	Through agents, brokers, and commission houses (excluding manufacturers' own sales force)			
		Amount	Per- cent of total	Number of estab- lishments			Amount	Per- cent of total	Number of estab- lishments	
Total report- ing	Selling exclu- sively			Total report- ing	Selling exclu- sively					
Alloying, and Rolling and Drawing										
Alloying, and rolling and drawing of nonferrous metals (except aluminum).....	\$407,516	\$16,133	4.0	37	1	\$306,822	\$26,981	7.4	101	3
Nonferrous metal foundries (except aluminum).....	51,785	1,703	3.3	22	4					
Nonferrous metal products not elsewhere classified.....	136,044	9,280	0.8	47	6					
Clocks and Watches										
Clocks, watches, and materials and parts (except watchcases).....	86,865	3,307	3.0	11		59,388	1,614	2.7	11	1
Watchcases.....	18,420	(2)	(2)	(2)	(2)					
Engraving on Metal, Plating, and Polishing										
Electroplating, plating, and polishing.....	13,136	635	4.8	5	2					
Engraving on metal (except for printing purposes).....	5,115	207	4.0	3						
Jewelry										
Jewelers' findings and materials.....	22,257	152	.7	5		13,644	1,073	7.9	7	
Jewelry (precious metals).....	69,511	4,047	5.8	56	13	72,437	5,819	8.0	68	11
Lapidary work.....	14,419	125	2.8	5	1	1,964	(2)	(2)	(2)	(2)
Lighting Fixtures										
Lighting fixtures.....	121,658	9,831	8.1	82		82,746	6,311	7.6	74	13
Primary Smelting and Refining of Nonferrous Metals										
Primary smelting and refining of nonferrous metals.....	1762,021	17,377	2.3	8		502,940	3,296	.7	7	1
Secondary Smelting and Refining of Nonferrous Metals and Alloys										
Secondary smelting and refining of gold, silver, and platinum.....	103,290					77,119	291	.4	6	2
Secondary smelting and refining of nonferrous metals not elsewhere classified.....	94,633	3,260	3.4	12	1	63,604	3,516	5.5	16	
Silverware and Plated Ware										
Silverware and plated ware.....	58,853	6,546	11.1	18	3	42,514	8,752	20.6	20	5
Nonferrous Metal Products Not Elsewhere Classified										
Aluminum products (including rolling and drawing and extruding) not elsewhere classified.....	163,860	2,238	1.4	18	4	104,455	5,918	5.7	21	2
Aluminum ware (kitchen, hospital, and household), except electrical appliances.....	34,126	475	1.4	6						
Collapsible tubes.....	9,444	940	10.0	5						
Gold and silver leaf and foil.....	2,352	(2)	(2)	(2)	(2)	8,492	1,397	16.5	6	1
Sheet-metal work not specifically classified.....	147,071	6,390	4.4	66	3	113,970	6,355	5.6	136	13
Tin and other foils (except gold and silver foil).....	118,948	(2)	(2)	(2)	(2)	15,737	(2)	(2)	(2)	(2)

¹ Direct export sales included to avoid disclosure.

² Omitted to avoid disclosure.

³ Revised for comparative purposes, see explanation, p. 2.

Group 16. ELECTRICAL MACHINERY

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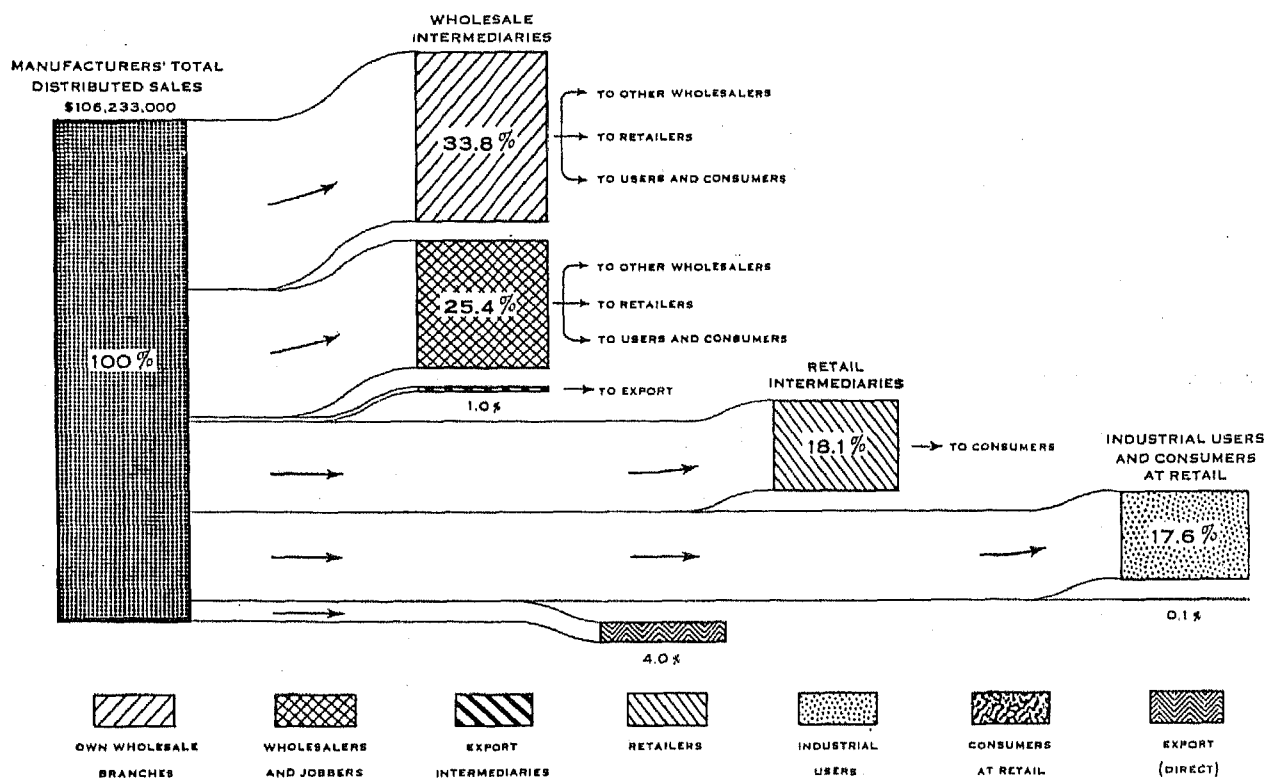
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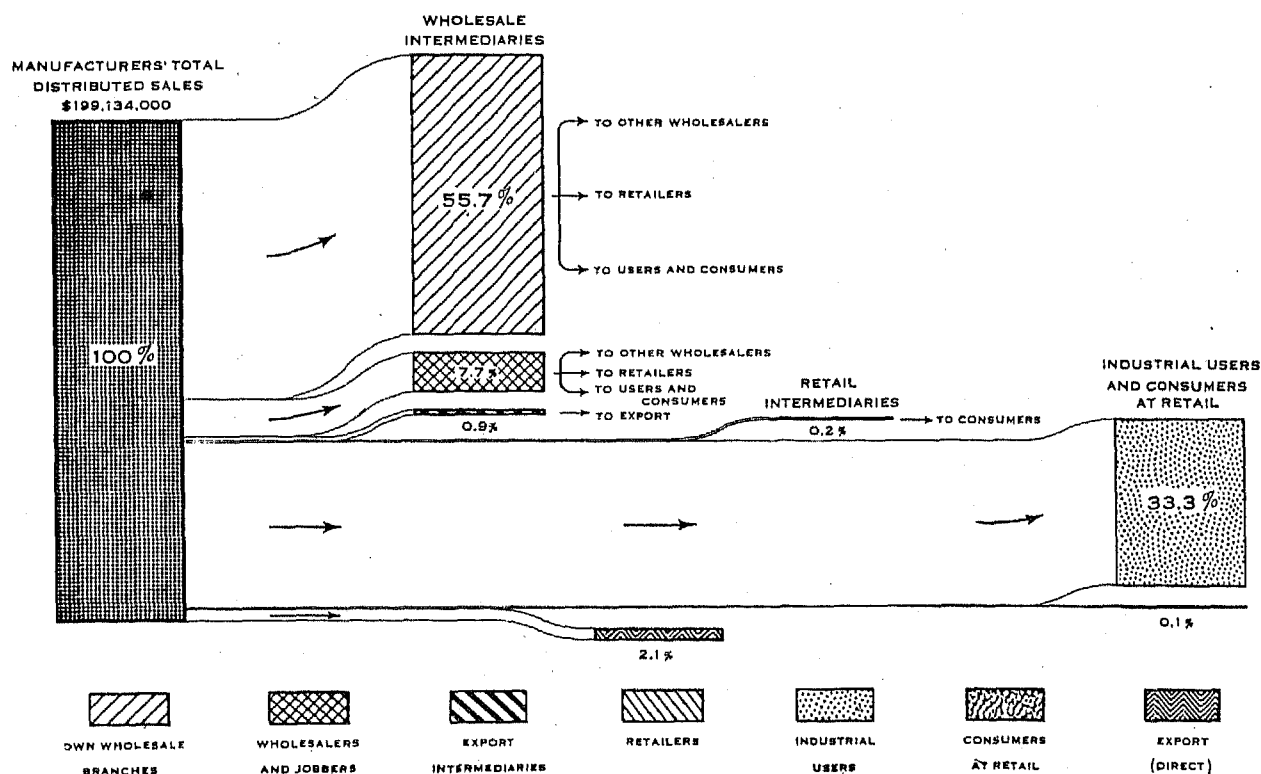
BATTERIES, STORAGE AND PRIMARY

CHART 1. DISTRIBUTION OF MANUFACTURERS' SALES BY PRIMARY CHANNELS: 1939



COMMUNICATION EQUIPMENT

CHART 2. DISTRIBUTION OF MANUFACTURERS' SALES BY PRIMARY CHANNELS: 1939



ELECTRICAL MACHINERY

DESCRIPTION OF INDUSTRIES

This group of industries, as constituted for purposes of the Census of Manufactures, includes establishments primarily engaged in manufacturing any type of machinery, apparatus, and supplies for the generation, storage, transmission, transformation, and utilization of electric energy.

AUTOMOTIVE ELECTRICAL EQUIPMENT

Automotive electrical equipment.—Includes establishments primarily engaged in the manufacture of automotive electrical equipment such as ignition apparatus, spark plugs, starters, generators, etc.

COMMUNICATION EQUIPMENT AND RELATED PRODUCTS

Communication equipment.—Includes establishments primarily engaged in the manufacture of telephone and telegraph equipment; electric signaling apparatus (other than railway); signals and attachments (railway); and miscellaneous radio parts except loud speakers and microphones which are included in the "Radios, radio tubes, and phonographs" industry. Electric signs are classified in the "Signs, advertising displays, and advertising novelties" industry.

Radios, radio tubes, and phonographs.—Includes establishments primarily engaged in the manufacture of radio receiving sets, radio transmitters, television sets, radio receiving and transmitting tubes, phonographs and accessories.

ELECTRICAL APPLIANCES

Electrical appliances.—Includes establishments primarily engaged in the manufacture of household electrical appliances used for heating, cooking, cleaning, etc. Products of this industry include electric fans, electric water heaters, irons, mixers, percolators, hot plates, vacuum cleaners, etc., except electric refrigerators.

ELECTRICAL EQUIPMENT FOR INDUSTRIAL USE

Carbon products for the electrical industry, and manufactures of carbon or artificial graphite.—Includes establishments primarily engaged in the manufacture of carbons; carbon, graphite, and metal-graphite brushes; plates, rods, and powder for making brushes; electrodes, and miscellaneous carbon, graphite, and metal-graphite specialties, including rings for steam seal.

Electrical measuring instruments.—Includes establishments primarily engaged in the manufacture of measuring instruments, meter transformers, and indicating instruments such as switchboard instruments, graphic recording meters, and portable meters.

Generating, distribution, and industrial apparatus, and apparatus for incorporation in manufactured products, not elsewhere classified.—Includes establishments primarily engaged in the manufacture of electrical prime movers and other electric power equipment, including steam-turbine generator sets, for employment in the generation, transmission, or utilization of electric energy. Products of this industry include motors, generators, transformers, switchboards, panelboards, and other transmission accessories (except insulated wire and conduit), welding apparatus, etc. The production of machines operated by detachable electric motors is included in the "Machinery (except electrical)" group.

Wiring devices and supplies.—Includes establishments primarily engaged in the manufacture of wiring devices, wiring supplies, insulation and insulating materials, conduits and fittings, and lightning arresters. Establishments whose major products are decorative lighting outfits are included in the "Lighting fixtures" industry and porcelain "insulators" are included in the "Porcelain electrical supplies" industry.

ELECTRIC LAMPS

Electric lamps.—Includes establishments primarily engaged in the manufacture of incandescent filament, vapor, photoflood, and photoflash lamps. The term "lamps" refers to the items commonly known as bulbs or tubes. Lighting fixtures such as household lamps, lanterns, headlights, searchlights, floodlights, etc., are included in the "Lighting fixtures" industry.

INSULATED WIRE AND CABLE

Insulated wire and cable.—Includes establishments primarily engaged in the manufacture of insulated or armored wire and cable for transmitting electrical energy. The manufacture of uninsulated wire is included in the "Wire drawn from purchased rods" industry.

ELECTRICAL PRODUCTS NOT ELSEWHERE CLASSIFIED

Batteries, storage and primary (dry and wet).—Includes establishments primarily engaged in the manu-

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facture of storage batteries, dry batteries, wet primary batteries, and parts and supplies for batteries.

X-ray and therapeutic apparatus and electronic tubes.—Includes establishments primarily engaged in the manufacture of electrotherapeutic and electromedical apparatus, X-ray apparatus (exclusive of tubes), nonradio electronic tubes, and X-ray tubes.

Electrical products not elsewhere classified.—Includes establishments primarily engaged in the manufacture of miscellaneous electrical equipment such as aircraft parts, including superchargers, capacitors and network protectors, automotive switches and current regulators, klaxon horns, electric windshield wipers, etc.

TABLE 1.—DISTRIBUTED SALES BY CLASSES OF CUSTOMERS, BY INDUSTRIES, FOR THE UNITED STATES: 1939

(Values expressed in thousands of dollars)

ELECTRICAL MACHINERY	DISTRIBUTED SALES									PERCENT DISTRIBUTED SALES									
	Number of establishments reporting	Total distributed sales	To or through manufacturer-owned-and-operated outlets		To other business concerns in the United States, for resale			Export, direct to buyers in other countries	To users and consumers		Total	To or through manufacturer-owned-and-operated outlets		To other business concerns in the United States, for resale			Export, direct to buyers in other countries	To users and consumers	
			Wholesale branches or offices	Retail stores	Wholesalers and jobbers	Export intermediaries	Retailers (including chains)		Industrial, etc., users ¹	Consumers at retail ²		Wholesale branches or offices	Retail stores	Wholesalers and jobbers	Export intermediaries	Retailers (including chains)		Industrial, etc., users ¹	Consumers at retail ²
Automotive Electrical Equipment																			
Automotive electrical equipment.....	81	\$62,946	-----	-----	\$22,167	\$1,436	\$1,096	\$2,375	\$35,847	\$25	100.0	-----	-----	35.2	2.3	1.7	3.8	57.0	(³)
Communication Equipment and Related Products																			
Communication equipment.....	221	190,134	\$110,951	-----	15,447	1,708	351	4,146	66,325	206	100.0	55.7	-----	7.7	.9	.2	2.1	33.3	0.1
Radios, radio tubes, and phonographs.....	221	207,410	\$17,669	(⁴)	138,979	2,888	38,061	14,113	54,299	1,401	100.0	6.6	(⁴)	52.0	1.1	14.2	5.3	20.3	.5
Electrical Appliances																			
Electrical appliances.....	138	160,000	\$22,956	(⁴)	93,632	689	20,327	1,376	\$9,943	1,077	100.0	14.4	(⁴)	58.9	.4	18.4	.9	\$6.3	.7
Electrical Equipment for Industrial Use																			
Carbon products for the electrical industry, and manufactures of carbon or artificial graphite.....	31	18,935	7,140	-----	933	-----	86	628	\$10,148	-----	100.0	37.7	-----	4.9	-----	.5	3.3	\$53.6	-----
Electrical measuring instruments.....	59	40,817	23,514	-----	4,360	160	790	1,186	10,536	271	100.0	57.6	-----	10.7	.4	1.9	2.0	25.8	.7
Generating, distribution, and industrial apparatus, and apparatus for incorporation in manufactured products, not elsewhere classified.....	484	456,200	263,027	-----	64,323	1,807	6,532	7,451	111,687	1,373	100.0	57.7	-----	14.1	.4	1.4	1.6	24.5	.3
Wiring devices and supplies.....	145	99,624	11,679	-----	48,661	783	4,383	2,080	32,008	-----	100.0	11.7	-----	48.9	.8	4.4	2.1	32.1	-----
Electric Lamps																			
Electric lamps.....	55	85,076	(⁶)	-----	\$78,950	266	1,148	88	4,024	-----	100.0	(⁶)	-----	\$92.8	.3	1.4	.1	5.4	-----
Insulated Wire and Cable																			
Insulated wire and cable.....	77	87,694	23,152	-----	35,364	727	1,336	626	26,424	65	100.0	26.4	-----	40.3	.8	1.5	.7	30.2	.1
Electrical Products Not Elsewhere Classified																			
Batteries, storage and primary (dry and wet).....	221	100,233	35,933	-----	20,954	1,059	10,181	4,286	18,704	116	100.0	33.8	-----	25.4	1.0	18.1	4.0	17.6	.1
X-ray and therapeutic apparatus and electronic tubes.....	84	23,317	\$10,691	(⁴)	3,411	246	2,175	3,227	2,719	848	100.0	45.9	(⁴)	14.6	1.1	9.3	13.8	11.7	3.6
Electrical products not elsewhere classified.....	141	25,094	-----	-----	3,530	183	1,061	2,835	17,418	117	100.0	-----	-----	14.1	.5	4.2	11.3	69.4	.5

¹ Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).

² Includes farmers, household consumers, and employees at retail.

³ Less than one-tenth of 1 percent.

⁴ Sales to or through own retail stores combined with sales to or through own wholesale branches or offices to avoid disclosure.

⁵ Interplant transfers included to avoid disclosure.

⁶ Sales to or through own wholesale branches or offices combined with sales to wholesalers and jobbers to avoid disclosure.

DISTRIBUTION OF MANUFACTURERS' SALES: 1939

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TABLE 2.—DISTRIBUTED SALES BY CLASS-OF-CUSTOMER GROUPS, AND INTERPLANT TRANSFERS, BY INDUSTRIES, FOR THE UNITED STATES: 1939

[Values expressed in thousands of dollars]

ELECTRICAL MACHINERY	DISTRIBUTED SALES												INTERPLANT TRANSFERS			TOTAL DISTRIBUTED SALES AND INTERPLANT TRANSFERS	
	Number of establishments reporting	Total distributed sales	To or through manufacturer-owned-and-operated outlets		To other business concerns in the United States, for resale		Export, direct to buyers in other countries		To industrial, etc., users ¹		To consumers at retail ²						
			Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total					
													Total re- porting	Using ex- clusively	Amount		
Automotive Electrical Equipment																	
Automotive electrical equipment.....	81	\$62,946			\$24,600	39.2	\$2,375	3.8	\$35,847	57.0	\$25	(³)	7	3	\$40,466	84	\$112,411
Communication Equipment and Related Products																	
Communication equipment.....	221	100,134	\$110,951	55.7	17,506	8.8	4,146	2.1	66,325	33.3	266	0.1	11	2	2,814	223	201,948
Radios, radio tubes, and phonographs..	221	267,410	17,669	6.6	170,928	67.3	14,113	5.3	54,299	20.3	1,401	.5	7	3	8,363	224	275,773
Electrical Appliances																	
Electrical appliances.....	138	150,000	22,956	14.4	123,048	77.7	1,376	.9	40,043	40.3	1,077	.7	(⁴)		(⁴)	138	150,000
Electrical Equipment for Industrial Use																	
Carbon products for the electrical industry, and manufactures of carbon or artificial graphite.....	31	18,035	7,140	37.7	1,019	5.4	628	3.3	10,148	53.0			(⁵)		(⁵)	31	18,035
Electrical measuring instruments.....	50	40,817	23,514	57.6	5,310	13.0	1,186	2.9	10,536	25.8	271	.7				50	40,817
Generating, distribution, and industrial apparatus, and apparatus for incorporation in manufactured products, not elsewhere classified.....	484	456,200	203,027	57.7	72,662	15.9	7,451	1.6	111,687	24.5	1,373	.3	20	3	19,354	487	475,554
Wiring devices and supplies.....	145	99,624	11,679	11.7	53,857	54.1	2,080	2.1	32,008	32.1			11	1	2,498	146	102,122
Electric Lamps																	
Electric lamps.....	55	85,076	(⁶)	(⁶)	80,304	94.5	88	.1	4,624	5.4						55	85,076
Insulated Wire and Cable																	
Insulated wire and cable.....	77	87,604	23,152	26.4	37,427	42.6	626	.7	20,424	30.2	65	.1	14	2	30,701	79	124,305
Electrical Products Not Elsewhere Classified																	
Batteries, storage and primary (dry and wet).....	221	106,233	35,933	33.8	47,194	44.5	4,280	4.0	18,704	17.6	116	.1	17		12,602	221	118,925
X-ray and therapeutic apparatus and electronic tubes.....	84	23,317	10,691	45.0	5,832	25.0	3,227	13.8	2,719	11.7	848	3.6				84	23,317
Electrical products not elsewhere classified.....	141	25,094			4,724	18.8	2,835	11.3	17,418	69.4	117	.5	25	23	11,954	166	37,048

¹ Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).² Includes farmers, household consumers, and employees at retail.³ Less than one-tenth of 1 percent.⁴ Interplant transfers combined with sales to industrial, etc., users to avoid disclosure.⁵ Omitted to avoid disclosure.⁶ Sales to or through manufacturer-owned-and-operated outlets combined with sales to "Other business concerns in the United States" to avoid disclosure.

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TABLE 3.—DISTRIBUTED SALES BY INDUSTRIES AND BY CLASSES OF CUSTOMERS, FOR THE UNITED STATES:
1939, 1935, AND 1929

[For comparative purposes, direct export sales omitted. Values expressed in thousands of dollars]

ELECTRICAL MACHINERY	TOTAL DISTRIBUTED SALES (EXCLUDING DIRECT EXPORT)		SALES TO OR THROUGH MANU- FACTURER-OWNED-AND-OPER- ATED OUTLETS				SALES TO OTHER BUSINESS CONCERNS IN THE UNITED STATES, FOR RESALE				SALES TO USERS AND CONSUMERS			
			Wholesale branches or offices		Retail stores		Wholesalers and jobbers ¹		Retailers (including chains)		Industrial, etc., users ²		Consumers at retail ³	
	Number of estab- lishments reporting	Amount	Amount	Per- cent of total	Amount	Per- cent of total	Amount	Per- cent of total	Amount	Per- cent of total	Amount	Per- cent of total	Amount	Per- cent of total
Electrical Machinery, Apparatus, and Supplies														
Electrical machinery, apparatus, and supplies: 1939.....	1,955	\$1,587,063	\$520,712	33.2			\$548,043	34.6	\$105,527	6.7	\$400,682	25.2	\$5,499	0.3
Automotive electrical equipment, Batteries, storage and primary (dry and wet).....	81	60,671					23,603	30.0	1,096	1.8	35,847	50.2	25	(*)
Carbon products for the electrical industry, and manufactures of carbon or artificial graphite.....	221	101,047	35,033	35.2			28,013	27.5	10,181	18.8	18,704	18.4	110	.1
Communication equipment.....	31	18,307	7,140	30.0			933	5.1	80	.5	10,148	55.4		
Electrical appliances.....	221	194,988	110,051	56.9			17,155	8.8	351	.2	66,325	34.0	200	.1
Electric measuring instruments.....	137	157,024	22,956	14.6	(*)	(*)	94,321	50.8	20,327	18.6	9,043	6.3	1,077	.7
Electric lamps.....	50	30,631	23,514	50.3			4,520	11.4	790	2.0	10,536	20.6	271	.7
Generating, distribution, and industrial apparatus, and appa- ratus for incorporation in manu- factured products, not elsewhere classified.....	55	84,088	(*)	(*)			70,216	83.2	1,148	1.4	4,624	5.4		
Insulated wire and cable.....	484	448,740	263,027	58.6			60,130	14.7	6,532	1.5	111,687	24.9	1,373	.3
Radios, radio tubes, and phono- graphs.....	77	87,008	23,152	26.6			30,091	41.5	1,336	1.5	20,424	30.3	65	.1
Wiring devices and supplies.....	220	253,297	17,609	7.0	(*)	(*)	141,807	56.0	38,061	15.0	54,290	21.4	1,401	.6
X-ray and therapeutic apparatus and electronic tubes.....	145	97,544	11,070	12.0			49,474	50.7	4,383	4.5	32,008	32.8		
Electrical products not elsewhere classified.....	84	20,090	10,601	53.2	(*)	(*)	3,657	18.2	2,175	10.8	2,719	13.6	848	4.2
1935 ⁴	1,561	1,041,457	309,716	29.7	\$0,992	1.0	357,987	34.4	75,312	7.2	282,140	27.1	6,310	.6
1929.....	1,833	2,327,055	484,100	20.8	67,702	2.9	752,200	32.3	145,030	6.2	899,538	37.4	8,320	.4

¹ Export intermediaries included for comparative purposes.

² Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).

³ Includes farmers, household consumers, and employees at retail.

⁴ Less than one-tenth of 1 percent.

⁵ Interplant transfers included to avoid disclosure.

⁶ Sales to or through own retail stores combined with sales to or through own wholesale branches or offices to avoid disclosure.

⁷ Sales to or through own wholesale branches or offices combined with sales to wholesalers and jobbers to avoid disclosure.

⁸ Revised for comparative purposes, see explanation, p. 2.

TABLE 4.—NUMBER OF ESTABLISHMENTS, BY INDUSTRIES AND BY CLASSES OF CUSTOMERS, FOR THE UNITED STATES: 1939

ELECTRICAL MACHINERY	Number of establishments reporting distributed sales and transfers	ESTABLISHMENTS REPORTING DISTRIBUTED SALES																		
		ESTABLISHMENTS REPORTING INTER-PLANT TRANSFERS ¹		Total ²	To or through manufacturer-owned and-operated outlets				To other business concerns in the United States, for resale						Export, direct to buyers in other countries		To users and consumers			
					Wholesale branches or offices		Retail stores		Wholesalers and jobbers		Export intermediaries		Retailers (including chains)				Industrial, etc., users ³		Consumers at retail ⁴	
					Number	Selling exclusively	Number	Selling exclusively	Number	Selling exclusively	Number	Selling exclusively	Number	Selling exclusively			Number	Selling exclusively	Number	Selling exclusively
Automotive Electrical Equipment																				
Automotive electrical equipment.....	84	7	3	81					58	14	20		24	3	26		42	14	3	
Communication Equipment and Related Products																				
Communication equipment.....	223	11	2	221	10	1			105	27	28		24	4	50		179	88	10	
Radios, radio tubes, and phonographs.....	224	7	3	221	16	6	(5)	(5)	123	28	34		65	7	66	1	132	47	33	6
Electrical Appliances																				
Electrical appliances.....	138	(5)		138	11	2	(5)	(5)	110	38	24		63	9	35	1	42	9	27	1
Electrical Equipment for Industrial Use																				
Carbon products for the electrical industry, and manufactures of carbon or artificial graphite.....	31	(5)		31	0	2			14	1			5		9		27	8		
Electrical measuring instruments.....	59			59	3	2			37	7	13		8	1	21		40	10	4	1
Generating, distribution, and industrial apparatus, and apparatus for incorporation in manufactured products, not elsewhere classified.....	487	20	3	484	68	28			264	66	63		65	6	106		340	143	22	
Wiring devices and supplies.....	146	11	1	145	10	1			106	20	19		18		32		102	80		
Electric Lamps																				
Electric lamps.....	55			55	(7)	(7)			51	27	13		10	2	7		17	2		
Insulated Wire and Cable																				
Insulated wire and cable.....	70	14	2	77	7	1			61	12	20		18	1	22		47	10	4	
Electrical Products Not Elsewhere Classified																				
Batteries, storage and primary (dry and wet).....	221	17		221	20	9			130	40	15		116	39	25		63	15	31	3
X-ray and therapeutic apparatus and electronic tubes.....	84			84	8	1	(5)		39	12	6		25	7	23		39	10	14	5
Electrical products not elsewhere classified.....	104	25	23	141					66	22	10		33	7	25	1	87	48	11	3

¹ See definition for "Interplant transfers," p. 3.² Establishments reporting distributed sales are obtained by subtracting "Establishments reporting interplant transfers—using exclusively" from "Establishments reporting distributed sales and transfers."³ Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).⁴ Includes farmers, household consumers, and employees at retail.⁵ Establishments reporting sales to or through own retail stores combined with own wholesale branches or offices to avoid disclosure.⁶ Establishments reporting interplant transfers combined with industrial, etc., users to avoid disclosure.⁷ Establishments reporting sales to or through own wholesale branches or offices combined with wholesalers and jobbers to avoid disclosure.

CENSUS OF BUSINESS

TABLE 5.—RECONCILIATION OF MANUFACTURES VALUE OF PRODUCTS WITH TOTAL DISTRIBUTED SALES, AND NUMBER OF ESTABLISHMENTS REPORTING SALES WITH NUMBER OF ESTABLISHMENTS IN INDUSTRY (MANUFACTURES): 1939

[Values expressed in thousands of dollars]

ELECTRICAL MACHINERY	Value of products ¹	INVENTORY ¹ (FINISHED PRODUCTS)		Purchased merchandise sold without processing (+)	Receipts for contract and repair work ¹ (-)	Value of products not distributed (-)	Interplant transfers (-)	Value of products adjusted for distribution ² (A+B+D) minus (C+E+F+G)	Total distributed sales reported	Total number of establishments ¹	NUMBER OF ESTABLISHMENTS REPORTING			
		Beginning of year 1939 (+)	End of year 1939 (-)								Exclusive contract work	No distribution of sales	Exclusive interplant transfers	Distribution of sales
A	B	C	D	E	F	G								
Automotive Electrical Equipment														
Automotive electrical equipment.....	\$109,762	\$0,322	\$5,433	\$597	\$340		\$49,465	\$61,443	\$62,946	84			3	81
Communication Equipment and Related Products														
Communication equipment.....	191,326	42,121	30,505	8,083	348		2,814	207,805	199,134	227		4	2	221
Radios, radio tubes, and phonographs.....	275,870	15,171	18,887	8,435	515		8,303	271,711	267,410	224			3	221
Electrical Appliances														
Electrical appliances.....	145,696	16,897	12,830	8,991	663		(3)	158,091	159,000	138				138
Electrical Equipment for Industrial Use														
Carbon products for the electrical industry, and manufactures of carbon or artificial graphite.....	18,376	1,482	1,324	156	72		(3)	18,618	18,035	31				31
Electrical measuring instruments.....	41,797	2,760	2,984	202	480			41,876	40,817	59				59
Generating, distribution, and industrial apparatus, and apparatus for incorporation in manufactured products, not elsewhere classified.....	470,462	46,384	41,573	11,163	13,289		19,354	453,793	450,200	491	4		3	484
Wiring devices and supplies.....	94,805	11,547	11,147	6,472	58		2,498	97,621	99,624	146			1	145
Electric Lamps														
Electric lamps.....	84,828	4,106	4,146	64				84,852	85,070	55				55
Insulated Wire and Cable														
Insulated wire and cable.....	120,300	15,858	14,723	1,504	6		36,701	86,322	87,694	79			2	77
Electrical Products Not Elsewhere Classified														
Batteries, storage and primary (dry and wet).....	117,583	5,923	6,837	2,194	65		12,692	106,106	106,233	221				221
X-ray and therapeutic apparatus and electronic tubes.....	17,045	2,144	2,194	5,516	66			23,345	23,317	84				84
Electrical products not elsewhere classified.....	39,049	2,569	2,598	103	2,213	474	11,954	24,482	25,094	175	5	6	23	141

¹ From Census of Manufactures.² See explanation under "Correlation with Census of Manufactures," p. 2.³ Omitted to avoid disclosure.⁴ Interplant transfers included to avoid disclosure.

TABLE 6.—DISTRIBUTED SALES NEGOTIATED THROUGH AGENTS, BROKERS, AND COMMISSION HOUSES, AND NUMBER OF ESTABLISHMENTS REPORTING, BY INDUSTRIES, FOR THE UNITED STATES: 1939 AND 1935

[Values expressed in thousands of dollars]

ELECTRICAL MACHINERY	DISTRIBUTED SALES									
	1939					1935				
	Total	Through agents, brokers, and commis- sion houses (excluding manufacturers' own sales force)		Number of estab- lishments		Total	Through agents, brokers, and commis- sion houses (excluding manufacturers' own sales force)		Number of estab- lishments	
		Amount	Percent of total	Total re- porting	Selling exclu- sively		Amount	Percent of total	Total re- porting	Selling exclu- sively
Automotive Electrical Equipment										
Automotive electrical equipment.....	\$60,571	\$1,706	2.8	17	3					
Communication Equipment and Related Products										
Communication equipment.....	194,088	16,658	8.5	38						
Radios, radio tubes, and phonographs.....	253,207	13,731	5.4	30	6					
Electrical Appliances										
Electrical appliances.....	157,024	3,490	2.2	21						
Electrical Equipment for Industrial Use										
Carbon products for the electrical industry, and manufac- tures of carbon or artificial graphite.....	18,307	536	2.9	4						
Electrical measuring instruments.....	39,631	4,505	11.4	10	1					
Generating, distribution, and industrial apparatus, and apparatus for incorporation in manufactured products, not elsewhere classified.....	448,749	34,174	7.6	117	13	\$1,041,457	\$70,533	6.8	306	
Wiring devices and supplies.....	97,544	15,257	15.0	58	7				45	
Electric Lamps										
Electric lamps.....	84,088	782	.9	7						
Insulated Wire and Cable										
Insulated wire and cable.....	87,008	17,271	10.8	32						
Electrical Products Not Elsewhere Classified										
Batteries, storage and primary (dry and wet).....	101,947	3,094	3.0	7						
X-ray and therapeutic apparatus and electronic tubes.....	20,000	1,714	8.5	13	5					
Electrical products not elsewhere classified.....	22,259	2,036	9.1	18	5					

¹ Revised for comparative purposes, see explanation, p. 2.

Group 17. MACHINERY (EXCEPT ELECTRICAL)

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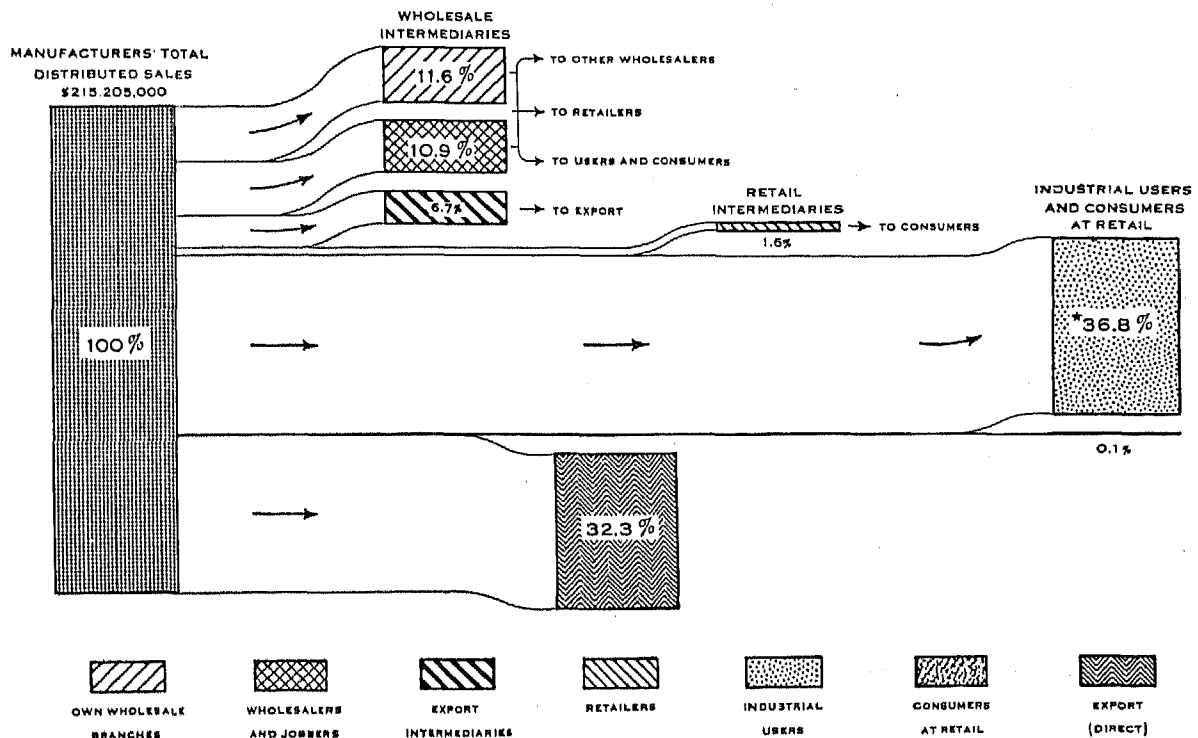
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MACHINE TOOLS

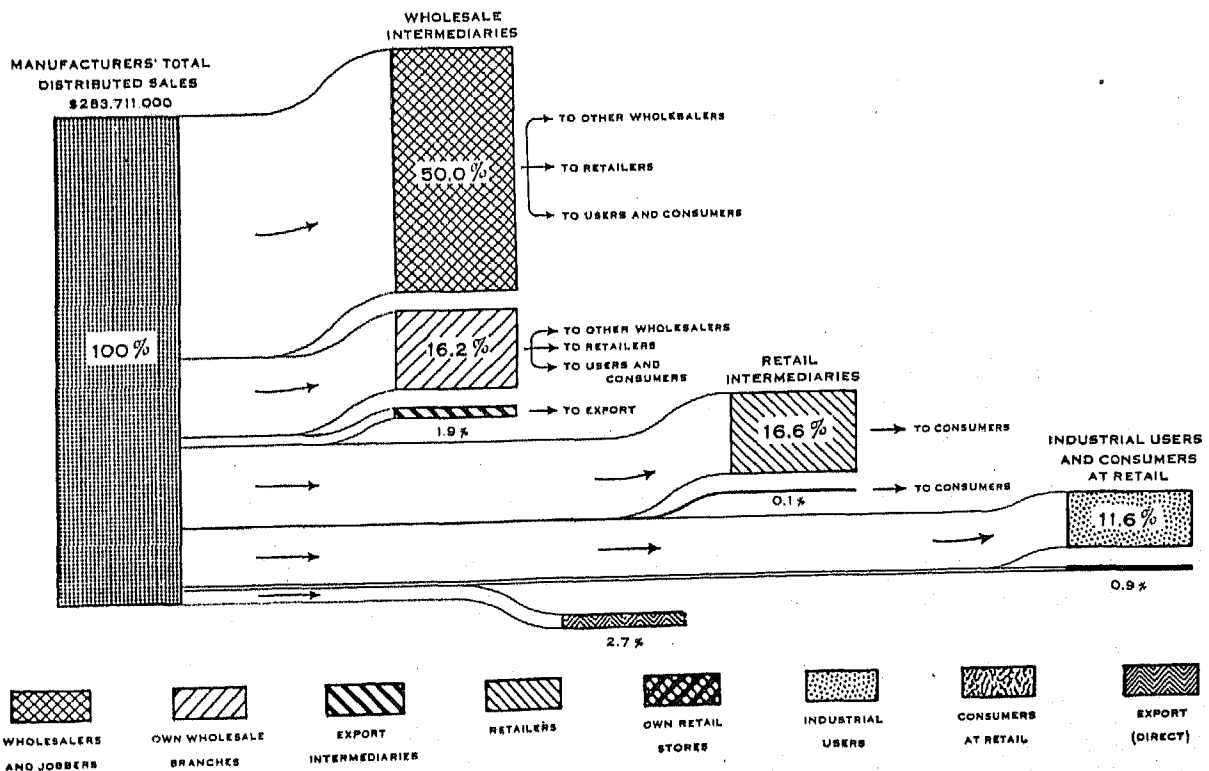
CHART 1. DISTRIBUTION OF MANUFACTURERS' SALES BY PRIMARY CHANNELS: 1939



* Includes interplant transfers

REFRIGERATORS, REFRIGERATION MACHINERY AND EQUIPMENT,
AND COMPLETE AIR-CONDITIONING UNITS

CHART 2. DISTRIBUTION OF MANUFACTURERS' SALES BY PRIMARY CHANNELS: 1939



MACHINERY (EXCEPT ELECTRICAL)

DESCRIPTION OF INDUSTRIES

This group of industries, as constituted for purposes of the Census of Manufactures, includes establishments primarily engaged in manufacturing machinery and equipment (other than electrical) and prime movers. Machines that are powered by a removable electric motor and portable tools, both electric and pneumatic powered, generally are included in this group.

AGRICULTURAL MACHINERY AND TRACTORS

Agricultural machinery (except tractors).—Includes establishments primarily engaged in the manufacture of agricultural machinery and equipment (except tractors) for use in the preparation or maintenance of the soil, the planting and harvesting of the crop, preparing crops for market or for use, and other operations or processes pertaining to agriculture. Establishments primarily engaged in the production of agricultural hand tools are not included in this industry.

Tractors.—Includes establishments primarily engaged in the manufacture of agricultural tractors, tractors used on construction work, and industrial tractors.

CONSTRUCTION, MINING, AND RELATED MACHINERY

Construction and similar machinery (except mining and oil-field machinery and tools).—Includes establishments primarily engaged in the manufacture of heavy machinery used by the construction industries for portable or fixed plant operation in dredging (including mining dredges), excavating, and road-building. Road-maintenance machinery (such as sweepers and snow plows) is also included. Well-drilling machinery is treated as a product of the "Industrial machinery, not elsewhere classified" industry.

Mining machinery and equipment.—Includes establishments primarily engaged in the manufacture of machinery and equipment for use in mining, including mine hoists, conveyors, ore-crushing and stamping-mill machinery; flotation and concentration machinery; screeners; mining cars and trucks; coal-sawing machinery; coal breakers, etc.

Oil-field machinery and tools.—Includes establishments primarily engaged in the manufacture of machinery and tools for use in oil and gas fields.

ENGINES AND TURBINES

Internal-combustion engines.—Includes establishments whose chief products are internal-combustion engines (except for aircraft and motor vehicles) includ-

ing Diesel and semi-Diesel types. It does not include the production of engines made for installation in locomotives (Diesel-electric), ships, boats, or tractors when the engines and the locomotives, etc., are built by the same establishment.

Steam engines, turbines, and water wheels.—Includes establishments primarily engaged in the manufacture of steam engines, steam turbines, water wheels, and water turbines. It does not include the production of locomotives; turbo-generators; steam engines made for installation as parts of blowers, pumps, etc.; or steam engines made for installation in ships, etc., manufactured in the same plants.

GENERAL INDUSTRIAL MACHINERY

Blowers, and exhaust and ventilating fans.—Includes establishments primarily engaged in the manufacture of blowers, and ventilating and exhaust fans for general industrial, commercial, and household use, including attic fans, blower filter units (furnace blowers), and fans for mechanical draft. Circulating fans for use in free air, such as desk, pedestal, or wall-type fans are not included.

Cars and trucks (industrial and mining).—Includes establishments primarily engaged in the manufacture of industrial cars and trucks for use in conveying supplies, freight, etc., within the confines of a plant. Automotive cars and trucks for use on highways are classified in the "Motor vehicles, motor-vehicle bodies, parts and accessories" industry and mining cars and trucks are classified in the "Mining machinery and equipment" industry.

Elevators, escalators, and conveyors.—Includes establishments primarily engaged in the manufacture of elevators, escalators, and conveyor systems and equipment.

Measuring and dispensing pumps.—Includes establishments primarily engaged in the manufacture of equipment commonly used in automobile service and filling stations for dispensing gasoline, oils, and grease, including grease guns.

Measuring instruments (mechanical), except electrical measuring instruments, watches, and clocks.—Includes establishments primarily engaged in the manufacture of meters of all kinds (except electric); flow- and pressure-indicating, recording, and controlling equipment; testing equipment; and gages and controls not classified in other industries. Heat gages and controls are included in "Steam fittings, regardless of material" industry and electric meters are included in the "Electrical measuring instruments" industry.

Mechanical power-transmission equipment.—Includes establishments primarily engaged in the manufacture of mechanical power-transmission equipment such as ball and roller bearings, gears made for sale separately, drives, shafts, etc.

Pumping equipment and air compressors.—Includes establishments primarily engaged in the manufacture of pumps of all kinds (except measuring and dispensing pumps), both hand and power-driven, and water systems (both deep and shallow well); compressors; spraying and dusting equipment, including chemical, paint, and agricultural sprayers; and pump jacks, pump cylinders, and other pumping equipment.

Stokers, mechanical (domestic and industrial).—Includes establishments primarily engaged in the manufacture of mechanical stokers, including residential, commercial, and industrial types.

Industrial machinery not elsewhere classified.—Includes establishments manufacturing a large class of industrial machinery for general use and mechanical devices not specifically assigned to other industries.

Machine-shop products not elsewhere classified.—Includes machine shops that are engaged in the production of machine parts and equipment other than complete machines, and perform work to a large extent on individual order, such as making parts for repairs and replacements.

Machine-shop repairs.—For convenience in evaluating the amount of repair work done in this industry, information is given in table 5 and is identical with that covered by the Census of Manufactures.

HOUSEHOLD AND SERVICE-INDUSTRY MACHINES

Commercial laundry, dry-cleaning, and pressing machines.—Includes establishments primarily engaged in the manufacture of commercial laundry, dry-cleaning, and pressing machinery.

Laundry equipment (domestic).—Includes establishments primarily engaged in the manufacture of laundry equipment for household use (such as driers, ironers, washing machines, and wringers) whether power- or hand-driven.

Refrigerators, domestic (mechanical and absorption); refrigeration machinery and equipment; and complete air-conditioning units.—Includes establishments primarily engaged in the manufacture of complete domestic and commercial refrigerators; compressors, evaporators or condensers, for sale separately or in assembled units, known to the trade as complete systems, high sides, or low sides; domestic and commercial cabinets; display, storage, etc., cases.

Sewing machines (domestic and industrial).—Includes establishments primarily engaged in the manufacture of sewing machines (hand, foot, and power) for household and for factory use on textiles. Sewing machines for work on leather, rubber, or other non-

textile materials, data for which are included in "Special industry machinery, not elsewhere classified," are not included.

METALWORKING MACHINERY

Machine-tool and other metalworking machinery accessories, metal-cutting and shaping tools, and machinists' precision tools.—Includes establishments whose chief products are attachments and accessories for machine tools and metalworking machinery (such as forming and stamping dies, jigs, fixtures, and special tools); milling cutters, taps and dies, twist drills, reamers; and precision measuring tools (such as micrometers, verniers, gages, etc.) for use with machine tools.

Machine tools.—Includes establishments primarily engaged in the manufacture of power-driven complete metalworking machines (not portable by hand) having one or more tool and work holding devices, used for progressively removing the metal in the form of chips. Also included are honing machines, lapping machines, and grinders.

Metalworking machinery and equipment not elsewhere classified.—Includes establishments primarily engaged in the manufacture of machinery for forming, stamping, forging, or otherwise shaping of metal without the use of a cutting tool. Rolling-mill machinery, machines for sheet-metal working, welding (except electric), wire-drawing and wireworking are included.

OFFICE AND STORE MACHINES

Scales and balances.—Includes establishments primarily engaged in the manufacture of weighing devices of all types, including those with automatic computing mechanism and coin-operated scales.

Vending, amusement, and other coin-operated machines.—Includes establishments primarily engaged in the manufacture of all coin-operated mechanisms and complete coin-operated vending and amusement machines, except complete coin-operated phonographs and coin-operated scales, which are included in the "Radios, radio tubes, and phonographs" industry.

Office and store machines not elsewhere classified.—Includes establishments primarily engaged in the manufacture or assembly, for sale, of all kinds of business office machines such as typewriters, calculating, addressing, mailing, duplicating, tabulating, and card punching machines; check-writing, signing, canceling machines, perforators, and other protective devices; and all other business machines.

SPECIAL INDUSTRY MACHINERY

Food-products machinery.—Includes establishments primarily engaged in the manufacture of machinery for use in the food-products and beverage industries in the preparation, canning, or packaging of food products.

Paper-mill, pulp-mill, and paper-products machinery.—Includes establishments primarily engaged in the

manufacture of machinery for the paper-pulp, paper, and paper-products industries.

Printing-trades machinery and equipment.—Includes establishments primarily engaged in the manufacture of machinery and apparatus used by the printing, photo-engraving, and bookbinding trades, including type and engravers' plates and stones but not including paper and ink.

Textile machinery.—Includes establishments primarily engaged in the manufacture of machinery for the textile industry. This group does not include domestic or industrial sewing machines, which are classified in "Sewing machines, domestic and industrial."

Woodworking machinery.—Includes establishments primarily engaged in the manufacture of machinery for sawmills, planing mills, cabinet and furniture makers, pattern makers, and veneer workers. This classification also includes small woodworking machinery for home, shop, and professional craftsmen, and portable electric woodworking tools. Hand tools such as planes, axes, drawknives, etc., are not included.

Special industry machinery not elsewhere classified.—Includes establishments primarily engaged in the manufacture of machinery for selected industries requiring specialized machines. Cement-making, clay-

working, cotton-ginning, glass-making, hat-making, incandescent lamp-making, leather-working, paint-making, rubber-working, stone-working, pharmaceutical, and shoe machinery are included in this classification.

COMPARATIVE INFORMATION

Due to a more detailed break-down of industries within this group for 1939, comparisons for the following are not available and they are therefore omitted from table 3.

Blowers, and exhaust and ventilating fans.
Cars and trucks (industrial and mining).
Commercial laundry, dry-cleaning, and pressing machines.
Elevators, escalators, and conveyors.
Food-products machinery.
Industrial machinery not elsewhere classified.
Internal-combustion engines.
Measuring instruments (mechanical), except electrical measuring instruments, watches, and clocks.
Mining machinery and equipment.
Oil-field machinery and tools.
Paper-mill, pulp-mill, and paper-products machinery.
Special industry machinery not elsewhere classified.
Steam engines, turbines, and water wheels.
Stokers, mechanical (domestic and industrial).
Vending, amusement, and other coin-operated machines.
Woodworking machinery.

TABLE 1.—DISTRIBUTED SALES BY CLASSES OF CUSTOMERS, BY INDUSTRIES, FOR THE UNITED STATES: 1939

[Values expressed in thousands of dollars]

MACHINERY (EXCEPT ELECTRICAL)	DISTRIBUTED SALES										PERCENT DISTRIBUTED SALES									
	Number of establishments reporting	Total distributed sales	To or through manufacturer-owned-and-operated outlets		To other business concerns in the United States, for resale			Export, direct to buyers in other countries	To users and consumers		Total	To or through manufacturer-owned-and-operated outlets		To other business concerns in the United States, for resale			Export, direct to buyers in other countries	To users and consumers		
			Wholesale branches or offices	Retail stores	Wholesalers and jobbers	Export intermediaries	Retailers (including chains)		Industrial, etc., users ¹	Consumers at retail ²		Wholesale branches or offices	Retail stores	Wholesalers and jobbers	Export intermediaries	Retailers (including chains)		Industrial, etc., users ¹	Consumers at retail ²	
Agricultural Machinery and Tractors																				
Agricultural machinery (except tractors).....	317	\$108,813	\$70,621	(³)	\$50,786	\$2,763	\$10,236	\$18,764	\$4,046	\$2,507	100.0	41.9	(³)	30.1	1.6	11.4	11.1	2.4	1.5	
Tractors.....	30	256,070	113,004		80,108	4,888	200	47,431	9,013	716	100.0	44.4		31.3	1.9	1.1	18.5	3.5	.3	
Construction, Mining, and Related Machinery																				
Construction and similar machinery (except mining and oil-field machinery and tools).....	198	136,317	15,834		26,331	1,635	4,220	12,183	75,845	209	100.0	11.7		10.3	1.2	3.1	8.9	55.6	.2	
Mining machinery and equipment.....	62	34,745	11,009		904	145	194	2,082	10,300	121	100.0	31.7		2.6	.4	.6	8.6	55.8	.3	
Oil-field machinery and tools.....	223	86,151	24,432		22,000	3,740	1,128	7,925	25,592	674	100.0	28.4		26.3	4.3	1.3	0.2	29.7	.8	
Engines and Turbines																				
Internal-combustion engines.....	74	100,509	16,455		12,788	707	8,291	5,672	62,444	242	100.0	15.4		12.0	.7	7.8	5.3	58.0	.2	
Steam engines, turbines, and water wheels.....	18	24,853	(³)		12,100	256		222	12,275		100.0	(³)		48.7	1.0		.9	49.4		
General Industrial Machinery																				
Blowers, and exhaust and ventilating fans.....	77	30,626	7,975		4,746	143	630	173	16,732	227	100.0	26.0		15.5	.5	2.1	.6	54.6	.7	
Cars and trucks (industrial and mining).....	55	17,710	1,905		1,745	66		384	13,610		100.0	10.7		9.0	.4		2.2	76.8		
Elevators, escalators, and conveyors.....	181	61,831	16,146		4,430	432	1,384	1,847	37,131	461	100.0	26.1		7.2	.7	2.2	3.0	60.1	.7	
Measuring and dispensing pumps.....	38	45,455	6,248	(³)	12,374	116	2,464	2,357	21,017	879	100.0	13.7	(³)	27.2	.3	5.4	5.2	46.3	1.9	

See footnotes at end of table.

TABLE 1.—DISTRIBUTED SALES BY CLASSES OF CUSTOMERS, BY INDUSTRIES, FOR THE UNITED STATES: 1939—Continued

[Values expressed in thousands of dollars]

MACHINERY (EXCEPT ELECTRICAL)	DISTRIBUTED SALES										PERCENT DISTRIBUTED SALES									
	Number of establishments reporting	Total distributed sales	To or through manufacturer-owned-and-operated outlets		To other business concerns in the United States, for resale			Export, direct to buyers in other countries	To users and consumers		Total	To or through manufacturer-owned-and-operated outlets		To other business concerns in the United States, for resale			Export, direct to buyers in other countries	To users and consumers		
			Wholesale branches or offices	Retail stores	Wholesalers and jobbers	Export intermediaries	Retailers (including chains)		Industrial, etc., users ¹	Consumers at retail ²		Wholesale branches or offices	Retail stores	Wholesalers and jobbers	Export intermediaries	Retailers (including chains)		Industrial, etc., users ¹	Consumers at retail ²	
General Industrial Machinery—Con.																				
Measuring instruments (mechanical), except electrical measuring instruments, watches, and clocks.....	68	\$36,349	\$12,432	-----	\$4,061	\$543	\$427	\$1,164	\$17,722	-----	100.0	34.2	-----	11.2	1.5	1.2	3.2	48.7	----	
Meters.....	48	32,315	12,432	-----	1,583	448	380	1,104	16,308	-----	100.0	38.4	-----	4.9	1.4	1.2	3.6	50.5	----	
Other measuring instruments.....	20	4,034	(³)	-----	\$ 2,478	795	47	(⁷)	1,414	-----	100.0	(⁹)	-----	61.4	2.3	1.2	(⁷)	35.1	----	
Mechanical power-transmission equipment.....	218	170,335	26,044	-----	15,055	1,770	1,003	3,517	121,774	\$173	100.0	15.8	-----	8.8	1.1	.6	2.1	71.5	0.1	
Pumping equipment and air compressors.....	336	133,420	32,809	-----	41,390	1,809	11,523	7,055	35,287	8,547	100.0	24.6	-----	31.0	1.4	8.6	5.3	28.4	2.7	
Stokers, mechanical (domestic and industrial).....	61	25,203	\$ 4,860	(³)	5,906	54	4,453	628	8,788	424	100.0	\$ 19.3	(⁹)	23.7	.2	17.7	2.6	34.9	1.7	
Industrial machinery not elsewhere classified.....	574	140,117	31,181	-----	11,046	1,200	5,148	0,518	81,887	2,477	100.0	22.3	-----	8.3	.9	3.7	4.6	58.4	1.8	
Machine-shop products not elsewhere classified.....	2,015	338,102	27,733	\$800	67,530	4,402	7,728	8,800	218,013	2,330	100.0	8.2	0.2	20.0	1.3	2.3	2.6	64.7	.7	
Household and Service-Industry Machines																				
Commercial laundry, dry-cleaning, and pressing machines.....	82	23,931	12,020	-----	\$ 4,186	(⁵)	-----	251	\$ 7,244	221	100.0	50.3	-----	\$ 17.5	(⁹)	-----	1.0	\$ 30.3	.9	
Laundry equipment (domestic).....	42	64,408	5,986	-----	18,902	592	32,611	585	\$ 5,007	35	100.0	9.3	-----	20.0	.9	50.6	.9	\$ 8.7	(⁹)	
Refrigerators, domestic (mechanical and absorption); refrigeration machinery and equipment; and complete air-conditioning units.....	302	283,711	46,063	383	141,753	5,304	47,012	7,049	33,004	2,543	100.0	10.2	.1	50.0	1.9	10.6	2.7	11.6	.9	
Sewing machines (domestic and industrial).....	39	31,044	(¹⁰)	\$15,016	1,711	42	4,301	0,020	\$ 2,064	-----	100.0	(¹⁰)	\$ 48.3	5.5	.1	14.1	22.3	\$ 9.7	----	
Metalworking Machinery																				
Machine-tool and other metalworking machinery accessories, metal-cutting and shaping tools, and machinists' precision tools.....	945	120,180	9,734	-----	18,074	693	1,200	4,782	90,668	69	100.0	7.7	-----	15.1	.5	1.0	3.8	71.9	(⁹)	
Machine tools.....	200	215,205	24,052	-----	23,547	14,398	3,567	69,543	\$ 79,045	153	100.0	11.6	-----	10.9	6.7	1.0	32.3	\$ 30.8	.1	
Metalworking machinery and equipment not elsewhere classified.....	177	81,061	8,408	-----	12,397	336	-----	0,810	50,050	-----	100.0	10.5	-----	15.3	.4	-----	12.1	61.7	----	
Office and Store Machines																				
Scales and balances.....	50	14,107	\$ 3,815	(⁹)	3,721	65	1,707	437	4,272	-----	100.0	\$ 27.1	(⁹)	20.4	.4	12.7	3.1	30.3	----	
Vending, amusement, and other coin-operated machines.....	51	23,134	(¹¹)	-----	\$ 17,133	-----	(¹¹)	72	\$ 5,929	(¹²)	100.0	(¹¹)	-----	\$ 74.0	-----	(¹¹)	.3	\$ 25.7	(¹²)	
Office and store machines not elsewhere classified.....	123	142,801	61,636	29,106	5,026	50	5,798	22,475	17,838	64	100.0	43.1	20.4	4.1	(⁹)	4.2	15.7	12.5	(⁹)	
Special Industry Machinery																				
Food-products machinery.....	370	91,720	\$ 19,504	(⁹)	13,043	486	2,202	4,188	50,006	1,331	100.0	\$ 21.3	(⁹)	14.2	.5	2.4	4.6	55.6	1.4	
Paper-mill, pulp-mill, and paper-products machinery.....	90	32,710	-----	-----	1,614	242	-----	924	20,930	-----	100.0	-----	-----	4.9	.8	-----	2.8	91.5	----	
Printing-trades machinery and equipment.....	229	57,041	24,820	-----	3,245	593	857	2,802	25,318	-----	100.0	43.1	-----	5.6	1.0	1.5	4.9	43.9	----	
Textile machinery.....	297	92,570	(⁹)	-----	\$ 1,654	671	275	0,140	83,836	-----	100.0	(⁹)	-----	\$ 1.8	.7	.3	6.6	90.6	----	
Woodworking machinery.....	130	23,594	\$ 719	(⁹)	4,242	749	3,446	630	\$ 13,017	791	100.0	\$ 3.0	(⁹)	18.0	3.2	14.6	2.7	\$ 55.1	3.4	
Special industry machinery not elsewhere classified.....	205	53,665	8,405	-----	4,086	135	709	2,100	37,000	-----	100.0	15.8	-----	9.3	.3	1.5	4.1	69.0	----	

¹ Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).² Includes farmers, household consumers, and employees at retail.³ Sales to or through own retail stores combined with sales to or through own wholesale branches or offices to avoid disclosure.⁴ Interplant transfers included to avoid disclosure.⁵ Sales to or through own branches (wholesale and retail).⁶ Sales to or through own wholesale branches or offices combined with sales to wholesalers and jobbers to avoid disclosure.⁷ Direct export sales combined with sales to export intermediaries to avoid disclosure.⁸ Sales to export intermediaries combined with sales to wholesalers and jobbers to avoid disclosure.⁹ Less than one-tenth of 1 percent.¹⁰ Sales to or through own wholesale branches or offices combined with sales to or through own retail stores to avoid disclosure.¹¹ Sales to or through own wholesale branches or offices and to retailers combined with sales to wholesalers and jobbers to avoid disclosure.¹² Sales to consumers at retail combined with sales to industrial, etc., users to avoid disclosure.

CENSUS OF BUSINESS

TABLE 2.—DISTRIBUTED SALES BY CLASS-OF-CUSTOMER GROUPS, AND INTERPLANT TRANSFERS, BY INDUSTRIES, FOR THE UNITED STATES: 1939

[Values expressed in thousands of dollars]

MACHINERY (EXCEPT ELECTRICAL)	DISTRIBUTED SALES												INTERPLANT TRANSFERS			TOTAL DISTRIBUTED SALES AND INTERPLANT TRANSFERS	
	Number of establishments reporting	Total distributed sales	To or through manufacturer-owned-and-operated outlets		To other business concerns in the United States, for resale		Export, direct to buyers in other countries		To industrial, etc., users ¹		To consumers at retail ²						
			Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total					
													Total reporting	Using exclusively	Amount		
Agricultural Machinery and Tractors																	
Agricultural machinery (except tractors).....	317	\$168,813	\$70,021	41.0	\$72,785	43.1	\$18,764	11.1	\$4,046	2.4	\$2,597	1.5	15		\$5,205	317	\$174,018
Tractors.....	30	260,070	113,664	44.4	85,250	33.3	47,431	18.5	9,013	3.5	715	.3	(⁴)		(⁵)	30	260,070
Construction, Mining, and Related Machinery																	
Construction and similar machinery (except mining and oil-field machinery and tools).....	198	136,317	15,834	11.7	32,186	23.6	12,183	8.0	75,845	55.6	269	.2	15	1	2,715	199	139,032
Mining machinery and equipment.....	62	34,745	11,000	31.7	1,243	3.6	2,082	8.6	10,390	55.8	121	.3	(⁴)		(⁵)	62	34,745
Oil-field machinery and tools.....	223	86,151	24,432	28.4	27,528	31.9	7,925	0.2	25,592	20.7	674	.8	9		783	223	86,034
Engines and Turbines																	
Internal-combustion engines.....	74	106,599	16,455	15.4	21,786	20.5	5,072	5.3	62,444	58.6	242	.2	8		2,859	74	106,458
Steam engines, turbines, and water wheels.....	18	24,853	(⁶)	(⁶)	12,356	49.7	222	.9	12,275	49.4			(⁴)		(⁵)	18	24,853
General Industrial Machinery																	
Blowers, and exhaust and ventilating fans.....	77	30,626	7,075	26.0	5,510	18.1	173	.6	16,732	54.6	227	.7	8		1,036	77	32,262
Cars and trucks (industrial and mining).....	55	17,710	1,905	10.7	1,811	10.3	384	2.2	13,010	76.8			(⁴)	(⁶)	(⁵)	55	17,710
Elevators, escalators, and conveyors.....	181	61,831	16,146	26.1	6,246	10.1	1,847	3.0	37,131	60.1	461	.7	10	2	1,715	183	63,546
Measuring and dispensing pumps.....	38	45,455	6,248	13.7	14,054	32.9	2,357	5.2	21,017	46.3	879	1.0	0		418	38	45,873
Measuring instruments (mechanical, except electrical measuring instruments, watches, and clocks).....	68	30,349	12,432	34.2	5,031	13.9	1,164	3.2	17,722	48.7			8		2,169	68	38,518
Meters.....	48	32,315	12,432	38.4	2,411	7.5	1,164	3.0	16,308	50.5			8		2,169	48	34,484
Other measuring instruments.....	20	4,034	(⁷)	(⁷)	2,620	64.0	(⁷)	(⁷)	1,414	35.1						20	4,034
Mechanical power-transmission equipment																	
Pumping equipment and air compressors.....	218	170,335	26,044	15.8	17,927	10.5	3,517	2.1	121,774	71.5	173	.1	14		1,728	218	172,063
Stokers, mechanical (domestic and industrial).....	386	133,420	32,800	24.6	54,731	41.0	7,055	5.3	35,287	26.4	3,547	2.7	17	1	3,003	337	130,432
Industrial machinery not elsewhere classified.....	61	25,203	4,800	19.3	10,503	41.6	628	2.5	8,788	34.0	424	1.7	5		755	61	25,958
Machine-shop products not elsewhere classified.....	574	140,117	31,181	22.3	18,054	12.9	6,518	4.6	81,887	58.4	2,477	1.8	10	1	3,101	575	143,218
	2,015	336,102	28,333	8.4	79,660	23.6	8,866	2.6	218,013	64.7	2,330	.7	42	6	18,864	2,021	356,960
Household and Service-Industry Machines																	
Commercial laundry, dry-cleaning, and pressing machines.....	82	23,931	12,020	50.3	4,186	17.5	251	1.0	7,244	30.3	221	.9	(⁴)		(⁵)	82	23,931
Laundry equipment (domestic).....	42	64,408	5,980	9.3	52,105	81.1	585	.9	5,607	8.7	35	(⁶)	(⁴)		(⁵)	42	64,408
Refrigerators, domestic (mechanical and absorption); refrigeration machinery and equipment; and complete air-conditioning units.....	302	283,711	40,446	16.3	104,060	68.5	7,649	2.7	33,004	11.6	2,543	.9	8	1	5,154	303	288,865
Sewing machines (domestic and industrial).....	39	31,044	15,010	48.3	6,144	10.7	6,920	22.3	2,604	9.7			(⁴)		(⁵)	39	31,044
Metalworking Machinery																	
Machine-tool and other metalworking machinery accessories, metal-cutting and shaping tools, and machinists' precision tools.....	945	126,180	9,734	7.7	20,927	16.6	4,782	3.8	90,608	71.9	60	(⁶)	20		1,433	945	127,613
Machine tools.....	200	215,205	24,052	11.6	41,512	19.2	60,543	32.3	70,045	33.8	153	.1	(⁴)		(⁵)	200	215,205
Metalworking machinery and equipment not elsewhere classified.....	177	81,061	8,468	10.5	12,733	15.7	9,810	12.1	50,050	61.7			17	1	13,007	178	94,128
Office and Store Machines																	
Scales and balances.....	56	14,107	3,815	27.1	5,583	39.6	437	3.1	4,272	30.3						56	14,107
Vending, amusement, and other coin-operated machines.....	51	23,134	(⁶)	(⁶)	17,133	74.0	72	.3	5,920	25.7	(⁶)	(⁶)				51	23,134
Office and store machines not elsewhere classified.....	123	142,891	90,742	63.6	11,774	8.3	22,475	15.7	17,836	12.5	64	(⁶)	10		2,256	123	145,147
Special Industry Machinery																	
Food-products machinery.....	376	91,720	19,504	21.3	15,731	17.1	4,188	4.6	50,966	55.6	1,331	1.4	15	3	1,257	379	92,977
Paper-mill, pulp-mill, and paper-products machinery.....	99	32,719			1,856	5.7	924	2.8	20,939	91.5			4		243	99	32,962
Printing-trades machinery and equipment.....	229	67,641	24,826	43.1	4,695	8.1	2,802	4.9	25,318	43.9			8	2	895	231	53,536
Textile machinery.....	297	92,576	(⁶)	(⁶)	2,000	2.8	6,140	6.0	83,536	90.6			9		934	297	93,510
Woodworking machinery.....	130	23,594	719	3.0	8,437	35.8	630	2.7	13,017	55.1	791	3.4	(⁴)	(⁴)	(⁵)	130	23,594
Special industry machinery not elsewhere classified.....	205	53,665	8,495	15.8	5,920	11.1	2,190	4.1	37,060	69.0			12	2	3,815	207	57,480

¹ Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).² Includes farmers, household consumers, and employees at retail.³ Interplant transfers combined with sales to industrial, etc., users to avoid disclosure.⁴ Omitted to avoid disclosure.⁵ Sales to or through own branches (wholesale and retail).⁶ Sales to or through manufacturer-owned and -operated outlets combined with sales to "Other business concerns in the United States" to avoid disclosure.⁷ Sales to or through manufacturer-owned and -operated outlets and direct export sales combined with sales to "Other business concerns in the United States" to avoid disclosure.⁸ Less than one-tenth of 1 percent.⁹ Sales to consumers at retail combined with sales to industrial, etc., users to avoid disclosure.

TABLE 3.—DISTRIBUTED SALES BY INDUSTRIES AND BY CLASSES OF CUSTOMERS, FOR THE UNITED STATES: 1939, 1935, AND 1929

[For comparative purposes, direct export sales omitted. Values expressed in thousands of dollars]

MACHINERY (EXCEPT ELECTRICAL)	TOTAL DISTRIBUTED SALES (EXCLUDING DIRECT EXPORT)		SALES TO OR THROUGH MANUFACTURER - OWNED - AND - OPERATED OUTLETS				SALES TO OTHER BUSINESS CONCERNS IN THE UNITED STATES, FOR RESALE				SALES TO USERS AND CONSUMERS			
			Wholesale branches or offices		Retail stores		Wholesalers and jobbers ¹		Retailers (including chains)		Industrial, etc., users ²		Consumers at retail ³	
	Number of establishments reporting	Amount	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total
Agricultural Machinery and Tractors														
Agricultural machinery (except tractors); and tractors:														
1939.....	345	\$368,607	\$184,286	51.4	-----	-----	\$138,545	38.6	\$10,490	5.4	\$13,050	3.7	\$3,312	0.0
Agricultural machinery (except tractors):														
1935.....	315	150,040	470,021	47.1	(⁴)	(⁴)	53,549	35.7	10,236	12.8	4,046	2.7	2,597	1.7
Tractors.....	30	208,648	113,064	54.5	-----	-----	84,900	40.7	200	.1	9,013	4.3	715	.4
1929.....	233	281,115	102,310	36.4	\$4,146	1.5	56,477	20.1	13,775	4.9	12,080	4.3	2,371	.8
Construction and Similar Machinery														
Construction and similar machinery (except mining and oil-field machinery and tools):														
1939.....	108	124,134	15,834	12.8	-----	-----	27,966	22.5	4,220	3.4	75,845	61.1	200	(⁴)
1935.....	127	60,712	11,935	17.9	-----	-----	7,937	11.9	1,117	1.7	45,713	68.5	10	(⁴)
General Industrial Machinery														
Measuring and dispensing pumps; and pumping equipment and air compressors:														
1939.....	373	160,472	39,057	23.0	-----	-----	55,608	32.9	13,087	8.3	65,304	33.2	4,426	2.6
Measuring and dispensing pumps.....	38	43,098	4,628	14.5	(⁴)	(⁴)	12,490	29.0	2,464	5.7	21,017	48.8	879	2.0
Pumping equipment and air compressors.....	335	126,374	32,809	26.0	-----	-----	43,208	34.2	11,623	9.1	35,287	27.9	3,547	2.8
1935.....	317	85,532	13,510	15.8	-----	-----	18,700	21.9	13,507	15.8	38,148	44.0	1,658	1.9
1929.....	320	155,963	36,499	23.4	(⁴)	(⁴)	55,062	35.3	(⁴)	(⁴)	64,402	41.3	-----	-----
Mechanical power-transmission equipment; and machine-shop products not elsewhere classified:														
1939.....	2,232	496,054	54,677	11.0	600	.1	88,760	17.9	8,821	1.8	340,687	68.7	2,503	.5
Mechanical power-transmission equipment.....	218	166,818	20,944	10.1	-----	-----	16,834	10.1	1,003	.7	121,774	73.0	173	.1
Machine-shop products not elsewhere classified.....	2,014	329,236	27,733	8.4	600	.2	71,922	21.9	7,728	2.3	218,913	66.5	2,330	.7
1935.....	1,943	360,213	22,006	6.4	736	.2	62,447	17.3	10,124	2.8	261,888	72.7	2,052	.6
Household and Service-Industry Machines														
Laundry equipment (domestic):														
1939.....	42	63,823	5,985	9.4	-----	-----	19,584	30.7	32,611	51.1	5,007	8.8	35	(⁴)
1935.....	41	54,896	4,340	7.9	-----	-----	20,874	34.4	15,802	28.9	4,125	7.6	605	1.3
1929.....	65	81,036	4,751	5.9	(⁴)	(⁴)	20,265	25.0	50,741	62.0	4,870	6.0	400	.6
Refrigerators, domestic (mechanical and absorption); refrigeration machinery and equipment; and complete air-conditioning units:														
1939.....	302	276,062	46,053	16.7	383	.1	147,057	53.3	47,012	17.0	33,004	12.0	2,543	.9
1935.....	269	226,834	47,168	20.8	312	.1	130,553	57.7	23,813	10.5	23,291	10.3	1,397	.6
Sewing machines (domestic and industrial):														
1939.....	30	24,124	(⁴)	(⁴)	10 15,016	10 62.2	1,753	7.3	4,391	18.2	2,064	12.3	-----	-----
1935.....	30	18,783	(⁴)	(⁴)	10 13,517	10 72.0	1,803	9.9	1,400	7.5	1,983	10.6	-----	-----
1929.....	30	44,978	(⁴)	(⁴)	10 20,308	10 65.1	7,454	16.6	(⁴)	(⁴)	8,216	18.3	-----	-----
Metalworking Machinery														
Machine-tool and other metalworking machinery accessories, metal-cutting and shaping tools, and machinists' precision tools:														
1939.....	944	121,308	9,734	8.0	-----	-----	19,667	10.2	1,200	1.1	90,638	74.7	99	(⁴)
1935.....	720	84,896	3,543	4.2	-----	-----	14,905	17.6	1,285	1.5	64,893	76.6	60	.1
1929.....	717	140,987	4,255	4.1	(⁴)	(⁴)	31,991	22.7	(⁴)	(⁴)	106,441	75.5	-----	-----
Machine tools; and metalworking machinery and equipment not elsewhere classified:														
1939.....	377	216,013	33,420	15.4	-----	-----	50,678	23.4	3,567	1.6	120,095	59.5	153	.1
Machine tools.....	200	145,002	24,952	17.1	-----	-----	37,945	20.1	3,567	2.4	70,045	54.3	153	.1
Metalworking machinery and equipment not elsewhere classified.....	177	71,251	8,468	11.9	-----	-----	12,733	17.9	-----	-----	50,050	70.2	-----	-----
1935.....	260	107,426	8,970	8.4	-----	-----	16,386	15.2	730	.7	81,331	75.7	(¹²)	(¹²)
Office and Store Machines														
Scales and balances:														
1939.....	56	13,670	3,315	27.9	(⁴)	(⁴)	3,785	27.7	1,707	13.1	4,272	31.3	-----	-----
1935.....	50	8,452	2,125	25.1	(⁴)	(⁴)	1,903	23.6	1,810	21.4	2,524	29.9	-----	-----
1929.....	59	29,328	(¹³)	(¹³)	(¹³)	(¹³)	(¹³)	(¹³)	13 18,417	13 62.8	10,911	37.2	-----	-----
Office and store machines not elsewhere classified:														
1939.....	123	120,416	61,036	51.2	29,106	24.2	5,076	5.0	5,708	4.8	17,836	14.8	64	(⁴)
1935.....	109	107,037	49,286	45.8	27,047	25.1	7,950	7.4	6,222	5.8	17,141	15.9	11	(⁴)
1929.....	72	171,440	27,708	16.2	73,870	43.1	3,703	2.2	16,042	9.3	50,048	29.2	-----	-----

See footnotes at end of table.

CENSUS OF BUSINESS

TABLE 3.—DISTRIBUTED SALES BY INDUSTRIES AND BY CLASSES OF CUSTOMERS, FOR THE UNITED STATES: 1939, 1935, AND 1929—Continued

[For comparative purposes, direct export sales omitted. Values expressed in thousands of dollars]

MACHINERY (EXCEPT ELECTRICAL)	TOTAL DISTRIBUTED SALES (EXCLUDING DIRECT EXPORT)		SALES TO OR THROUGH MANUFACTURER - OWNED - AND - OPERATED OUTLETS				SALES TO OTHER BUSINESS CONCERNS IN THE UNITED STATES, FOR RESALE				SALES TO USERS AND CONSUMERS			
			Wholesale branches or offices		Retail stores		Wholesalers and jobbers ¹		Retailers (including chains)		Industrial, etc., users ²		Consumers at retail ³	
	Number of establishments reporting	Amount	Amount	Per cent of total	Amount	Per cent of total	Amount	Per cent of total	Amount	Per cent of total	Amount	Per cent of total	Amount	Per cent of total
Special Industry Machinery														
Printing-trades machinery and equipment:														
1939.....	229	\$54,839	\$24,826	45.3	-----	-----	\$3,838	7.0	\$857	1.5	\$25,318	46.2	-----	-----
1935.....	235	40,555	11,732	28.2	-----	-----	2,757	5.9	1,393	3.0	30,073	65.9	-----	-----
Textile machinery:														
1939.....	207	86,436	(14)	(14)	-----	-----	2,325	2.7	275	.3	83,836	97.0	-----	-----
1935.....	348	65,744	-----	-----	-----	-----	981	1.5	219	.3	64,544	98.2	-----	-----
1929.....	343	115,491	* 2,155	* 1.9	(4)	(4)	11,122	* 9.6	(7)	(7)	102,184	88.5	-----	-----

¹ Export intermediaries included for comparative purposes.² Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).³ Includes farmers, household consumers, and employees at retail.⁴ Sales to or through own retail stores combined with sales to or through own wholesale branches or offices to avoid disclosure.⁵ Interplant transfers included to avoid disclosure.⁶ Less than one-tenth of 1 percent.⁷ Sales to retailers combined with sales to wholesalers and jobbers to avoid disclosure.⁸ Sales to or through own retail stores combined with sales to retailers to avoid disclosure.⁹ Revised for comparative purposes, see explanation, p. 2.¹⁰ Sales to or through own wholesale branches or offices combined with sales to or through own retail stores to avoid disclosure.¹¹ Not exactly comparable.¹² Sales to consumers at retail combined with sales to industrial, etc., users to avoid disclosure.¹³ Sales to or through own wholesale branches or offices, to or through own retail stores, and wholesalers and jobbers combined with sales to retailers to avoid disclosure.¹⁴ Sales to or through own wholesale branches or offices combined with sales to wholesalers and jobbers to avoid disclosure.

TABLE 4.—NUMBER OF ESTABLISHMENTS, BY INDUSTRIES AND BY CLASSES OF CUSTOMERS, FOR THE UNITED STATES: 1939

MACHINERY (EXCEPT ELECTRICAL)	Number of establishments reporting distributed sales and transfers	ESTABLISHMENTS REPORTING DISTRIBUTED SALES																		
		ESTABLISHMENTS REPORTING INTERPLANT TRANSFERS ¹		Total ²	To or through manufacturer-owned-and-operated outlets				To other business concerns in the United States, for resale						Export, direct to buyers in other countries		To users and consumers			
					Wholesale branches or offices		Retail stores		Wholesalers and jobbers		Export intermediaries		Retailers (including chains)				Industrial, etc., users ³		Consumers at retail ⁴	
					Number	Selling exclusively	Number	Selling exclusively	Number	Selling exclusively	Number	Selling exclusively	Number	Selling exclusively			Number	Selling exclusively	Number	Selling exclusively
Agricultural Machinery and Tractors																				
Agricultural machinery (except tractors).....	317	15	-----	317	* 35	-----	(*)	190	40	46	-----	158	17	92	2	70	10	124	24	-----
Tractors.....	30	(*)	-----	30	14	1	-----	14	-----	6	-----	6	-----	22	-----	* 14	-----	9	-----	-----
Construction, Mining, and Related Machinery																				
Construction and similar machinery (except mining and oil-field machinery and tools).....	190	15	1	198	20	4	-----	87	12	33	-----	23	-----	58	-----	103	58	13	2	-----
Mining machinery and equipment.....	62	(*)	-----	62	3	-----	-----	22	-----	4	-----	11	1	19	-----	* 59	21	6	-----	-----
Oil-field machinery and tools.....	223	9	-----	223	* 54	* 18	-----	104	26	44	-----	12	2	32	-----	143	56	11	3	-----
Engines and Turbines																				
Internal-combustion engines.....	74	8	-----	74	12	-----	-----	41	-----	21	-----	20	1	41	-----	61	15	11	-----	-----
Steam engines, turbines, and water wheels.....	18	(*)	-----	18	(*)	(*)	-----	* 9	* 2	7	-----	-----	-----	8	-----	* 16	5	-----	-----	-----
General Industrial Machinery																				
Blowers, and exhaust and ventilating fans.....	77	8	-----	77	8	3	-----	41	8	3	-----	20	4	11	-----	49	15	20	3	-----
Cars and trucks (industrial and mining).....	55	(*)	(*)	55	8	1	-----	16	2	5	-----	-----	-----	7	-----	* 51	* 31	-----	-----	-----
Elevators, escalators, and conveyors.....	183	10	2	181	18	2	-----	36	6	17	-----	16	2	17	-----	160	112	16	2	-----
Measuring and dispensing pumps.....	38	6	-----	38	* 4	-----	(*)	22	6	9	-----	8	-----	12	-----	21	7	5	3	-----

See footnotes at end of table.

TABLE 4.—NUMBER OF ESTABLISHMENTS, BY INDUSTRIES AND BY CLASSES OF CUSTOMERS, FOR THE UNITED STATES: 1939—Continued

MACHINERY (EXCEPT ELECTRICAL)	Number of establishments reporting distributed sales and transfers	ESTABLISHMENTS REPORTING DISTRIBUTED SALES																					
		ESTABLISHMENTS REPORTING INTERPLANT TRANSFERS ¹		Total ²	To or through manufacturer - owned - and-operated outlets				To other business concerns in the United States, for resale						Export, direct to buyers in other countries		To users and consumers						
		Number	Using exclusively		Wholesale branches or offices		Retail stores	Wholesalers and jobbers		Export intermediaries		Retailers (including chains)		Number	Selling exclusively	Industrial, etc., users ³	Consumers at retail ⁴						
					Number	Selling exclusively		Number	Selling exclusively	Number	Selling exclusively	Number	Selling exclusively				Number	Selling exclusively	Number	Selling exclusively			
General Industrial Machinery—Continued																							
Measuring instruments (mechanical), except electrical measuring instruments, watches, and clocks.....	68	8		68	12	1			27	2	13		9		22		61	23					
Meters.....	48	8		48	12	1			19	1	6		6		19		43	15					
Other measuring instruments.....	20			20	(8)	(8)			8	1	7		3		(8)		18	8					
Mechanical power-transmission equipment.....	218	14		218	22	2			88	13	20		21	3	47		197	88	12	2			
Pumping equipment and air compressors.....	337	17	1	336	34	8			196	43	68		96	9	81	1	193	56	78	8			
Stokers, mechanical (domestic and industrial).....	61	5		61	6	2	(5)		26	7	5	1	23	2	11		23	9	19	2			
Industrial machinery not elsewhere classified.....	575	16	1	574	28	7			197	35	54		53	6	137		471	241	61	10			
Machine-shop products not elsewhere classified.....	2,021	42	6	2,015	71	28	9	5	765	209	111	2	233	32	204	1	1,541	903	238	70			
Household and Service-Industry Machines																							
Commercial laundry, dry-cleaning, and pressing machines.....	82	(9)		82	7	4			10	45	13	(10)			12		6	25	6	1			
Laundry equipment (domestic).....	42	(9)		42	7				30	4	8		20	5	11		6	10	6	1			
Refrigerators, domestic (mechanical and absorption); refrigeration machinery and equipment; and complete air-conditioning units.....	303	8	1	302	21	3	3	1	146	42	28		74	18	44		181	83	54	14			
Sewing machines (domestic and industrial).....	39	(9)		39	(11)		11	6	16	7	3		7	2	12		6	25	12				
Metalworking Machinery																							
Machine-tool and other metalworking machinery accessories, metal-cutting and shaping tools, and machinists' precision tools.....	945	20		945	25	3			171	35	24		35	7	73	1	879	713	8	1			
Machine tools.....	200	(9)		200	14				90	10	37		10		114		6	164	39	4			
Metalworking machinery and equipment not elsewhere classified.....	178	17	1	177	4	2			73	9	16				75		155	58					
Office and Store Machines																							
Scales and balances.....	56			56	6	10	6	3	(5)	(4)	31	5	12		11	1	15		36	13			
Vending, amusement, and other coin-operated machines.....	51			51	(12)	(12)			12	39	12	25			(12)	(12)	9	13	18	13	8	(12)	(12)
Office and store machines not elsewhere classified.....	123	10		123	27	7	11	4	46	9	9		23	4	46		71	24	6	1			
Special Industry Machinery																							
Food-products machinery.....	379	15	3	376	6	27	6	9	(5)	(5)	154	37	37		48	5	92		262	129	53	9	
Paper-mill, pulp-mill, and paper-products machinery.....	99	4		99					18	7	5				29		80	57					
Printing-trades machinery and equipment.....	231	8	2	229	22	4			60	13	20		17	5	41		198	119					
Textile machinery.....	297	9		297	(8)				6	37	6	18		7	69		288	196					
Woodworking machinery.....	130	(9)	(9)	130	6		(9)		49	7	13		19	2	26		6	105	6	54	19	6	
Special industry machinery not elsewhere classified.....	207	12	2	205	9	4			35	10	8		7	2	55		187	113					

¹ See definition for "Interplant transfers," p. 3.² Establishments reporting distributed sales are obtained by subtracting "Establishments reporting interplant transfers—using exclusively" from "Establishments reporting distributed sales and transfers."³ Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).⁴ Includes farmers, household consumers, and employees at retail.⁵ Establishments reporting sales to or through own retail stores combined with own wholesale branches or offices to avoid disclosure.⁶ Establishments reporting interplant transfers combined with industrial, etc., users to avoid disclosure.⁷ Establishments reporting sales to or through own branches (wholesale and retail).⁸ Establishments reporting sales to or through own wholesale branches or offices combined with wholesalers and jobbers to avoid disclosure.⁹ Establishments reporting direct export sales combined with export intermediaries to avoid disclosure.¹⁰ Establishments reporting sales to export intermediaries combined with wholesalers and jobbers to avoid disclosure.¹¹ Establishments reporting sales to or through own wholesale branches or offices combined with own retail stores to avoid disclosure.¹² Establishments reporting sales to or through own wholesale branches or offices and to retailers combined with wholesalers and jobbers to avoid disclosure.¹³ Establishments reporting sales to consumers at retail combined with industrial, etc., users to avoid disclosure.

TABLE 5.—RECONCILIATION OF MANUFACTURES VALUE OF PRODUCTS WITH TOTAL DISTRIBUTED SALES, AND NUMBER OF ESTABLISHMENTS REPORTING SALES WITH NUMBER OF ESTABLISHMENTS IN INDUSTRY (MANUFACTURES): 1939

[Values expressed in thousands of dollars]

MACHINERY (EXCEPT ELECTRICAL)	Value of products ¹	INVENTORY ¹ (FINISHED PRODUCTS)		Purchased merchandise sold without processing (+)	Receipts for contract and repair work ¹ (-)	Value of products not distributed (-)	Interplant transfers (-)	Value of products adjusted for distribution ² (A+B+D) minus (C+E+F+G)	Total distributed sales reported	Total number of establishments ¹	NUMBER OF ESTABLISHMENTS REPORTING			
		Beginning of year 1939 (+)	End of year 1939 (-)								Exclusive contract work	No distribution of sales	Exclusive interplant transfers	Distribution of sales
A	B	C	D	E	F	G								
Agricultural Machinery and Tractors														
Agricultural machinery (except tractors).....	\$167,895	\$50,725	\$47,444	\$3,349	\$398		\$5,205	\$168,922	\$168,813	317				317
Tractors.....	253,951	44,101	43,160	2,562	216		(3)	257,328	256,079	30				30
Construction, Mining, and Related Machinery														
Construction and similar machinery (except mining and oil-field machinery and tools).....	140,138	16,112	16,592	6,567	6,023		2,715	137,487	136,317	100			1	108
Mining machinery and equipment.....	33,559	6,447	5,671	2,714	1,146	\$913	(3)	34,990	34,745	65		3		62
Oil-field machinery and tools.....	88,977	17,356	17,287	2,413	6,196		783	84,480	86,151	223				223
Engines and Turbines														
Internal-combustion engines.....	110,358	16,712	16,287	5,108	5,801		2,859	107,231	106,599	74				74
Steam engines, turbines, and water wheels.....	24,751	833	800	1,105	784		(3)	25,045	24,853	18				18
General Industrial Machinery														
Blowers, and exhaust and ventilating fans.....	28,606	1,368	1,256	3,385	230		1,030	30,228	30,626	77				77
Cars and trucks (industrial and mining).....	17,320	1,848	1,709	702	476		(3)	17,080	17,710	55			(3)	55
Elevators, escalators, and conveyors.....	64,128	4,733	4,756	4,819	4,151		1,715	63,058	61,831	183			2	181
Measuring and dispensing pumps.....	44,286	4,131	3,994	2,536	804		418	45,737	45,455	38				38
Measuring instruments (mechanical), except electrical measuring instruments, watches, and clocks.....	39,684	4,703	4,655	679	676		2,169	37,266	36,340	68				68
Meters.....	35,302	4,341	4,035	655	921		2,169	33,123	32,315	48				48
Other measuring instruments.....	4,382	362	570	24	55			4,143	4,034	20				20
Mechanical power-transmission equipment.....	170,201	17,758	17,629	4,360	1,114		1,728	171,938	170,335	218				218
Pumping equipment and air compressors.....	134,941	23,882	22,783	7,345	7,481		3,003	132,901	133,420	337			1	336
Stokers, mechanical (domestic and industrial).....	24,545	2,832	2,009	1,341	720		755	24,334	25,203	61				61
Industrial machinery not elsewhere classified.....	140,028	13,188	13,051	7,307	5,592	550	3,101	138,823	140,117	570		4	1	574
Machine-shop products not elsewhere classified.....	360,334	34,419	34,800	17,453	24,472	3,034	18,864	330,136	338,102	2,125	83	21	6	2,015
Machine-shop repairs.....	38,166	798	899		38,065					1,459	1,459			
Household and Service-Industry Machines														
Commercial laundry, dry-cleaning, and pressing machines.....	21,839	2,385	2,017	663	146		(3)	22,724	23,931	82				82
Laundry equipment (domestic).....	61,001	3,616	3,703	3,365	145		(3)	64,734	64,408	42				42
Refrigerators, domestic (mechanical and absorption); refrigeration machinery and equipment; and complete air-conditioning units.....	278,646	35,507	34,608	13,494	1,915	1,468	5,154	284,502	283,711	309		6	1	302
Sewing machines (domestic and industrial).....	20,707	10,140	9,328	1,363	178		(3)	31,710	31,044	39				39
Metalworking Machinery														
Machine-tool and other metalworking machinery accessories, metal-cutting and shaping tools, and machinists' precision tools.....	125,630	12,138	10,520	2,091	1,783	303	1,433	125,820	126,180	954	3	6		945
Machine tools.....	218,045	24,822	24,780	2,294	4,532		(3)	215,849	215,205	200				200
Metalworking machinery and equipment not elsewhere classified.....	98,975	12,626	12,806	2,140	1,102		13,067	86,766	81,061	178			1	177
Office and Store Machines														
Scales and balances.....	14,350	1,016	1,125	143	244			14,140	14,107	56				56
Vending, amusement, and other coin-operated machines.....	23,143	1,042	1,052	135	131			23,137	23,134	51				51
Office and store machines not elsewhere classified.....	150,170	21,198	21,542	4,282	1,043		2,256	150,800	142,891	123				123
Special Industry Machinery														
Food-products machinery.....	90,841	11,747	11,284	4,832	1,591		1,257	93,288	91,720	379			3	376
Paper-mill, pulp-mill, and paper-products machinery.....	32,420	2,358	2,336	1,372	592		243	32,970	32,719	99				99
Printing-trades machinery and equipment.....	55,582	12,830	11,935	3,829	2,828		895	56,583	57,641	231			2	229
Textile machinery.....	93,276	12,039	11,235	2,842	3,471	198	934	92,319	92,576	300		3		297
Woodworking machinery.....	21,694	2,497	2,842	2,889	648		(3)	23,500	23,594	130			(3)	130
Special industry machinery not elsewhere classified.....	55,785	11,442	11,500	4,064	1,805		3,815	54,171	53,665	207			2	205

¹ From Census of Manufactures.

² See explanation under "Correlation with Census of Manufactures," p. 2.

³ Omitted to avoid disclosure.

⁴ Interplant transfers included to avoid disclosure.

DISTRIBUTION OF MANUFACTURERS' SALES: 1939

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TABLE 6.—DISTRIBUTED SALES NEGOTIATED THROUGH AGENTS, BROKERS, AND COMMISSION HOUSES, AND NUMBER OF ESTABLISHMENTS REPORTING, BY INDUSTRIES, FOR THE UNITED STATES: 1939 AND 1935

[Values expressed in thousands of dollars]

MACHINERY (EXCEPT ELECTRICAL)	DISTRIBUTED SALES								
	1939					1935			
	Total	Through agents, brokers, and commission houses (excluding manufacturers' own sales force)		Number of establishments		Total	Through agents, brokers, and commission houses (excluding manufacturers' own sales force)		Number of establishments
		Amount	Per-cent of total	Total reporting	Selling exclu-sively		Amount	Per-cent of total	Total reporting
Agricultural Machinery and Tractors									
Agricultural machinery (except tractors).....	\$150,049	\$3,508	2.4	43	4	\$281,115	\$3,695	1.3	32
Tractors.....	208,048	8,890	4.0	9					
Construction, Mining, and Related Machinery									
Construction and similar machinery (except mining and oil-field machinery and tools).....	124,134	34,835	28.1	68	6	66,712	11,218	16.8	41
Mining machinery and equipment.....	31,793	1,960	6.2	13		(1)	(1)	(1)	(1)
Oil-field machinery and tools.....	78,226	3,359	4.3	27	5	(1)	(1)	(1)	(1)
Engines and Turbines									
Internal-combustion engines.....	100,927	7,159	7.1	27	1	(1)	(1)	(1)	(1)
Steam engines, turbines, and water wheels.....	24,631	1,074	8.9	8	1	(1)	(1)	(1)	(1)
General Industrial Machinery									
Blowers, and exhaust and ventilating fans.....	30,453	4,333	14.2	23		(1)	(1)	(1)	(1)
Cars and trucks (industrial and mining).....	17,326	5,749	33.2	14		(1)	(1)	(1)	(1)
Elevators, escalators, and conveyors.....	50,984	3,049	5.1	23		(1)	(1)	(1)	(1)
Measuring instruments (mechanical), except electrical measuring instruments, watches, and clocks.....	35,185	2,334	6.6	21		(1)	(1)	(1)	(1)
Measuring and dispensing pumps.....	43,008	753	1.7	8	2	85,532	15,890	18.6	94
Pumping equipment and air compressors.....	120,374	16,431	13.0	70	0				
Mechanical power-transmission equipment.....	106,818	5,894	3.5	34		300,213	35,260	9.8	254
Machine-shop products, not elsewhere classified.....	329,236	20,645	6.3	288	20				
Stokers, mechanical (domestic and industrial).....	24,575	779	3.2	8		(1)	(1)	(1)	(1)
Industrial machinery not elsewhere classified.....	133,599	10,741	8.0	109	6	(1)	(1)	(1)	(1)
Household and Service-Industry Machines									
Commercial laundry, dry-cleaning, and pressing machines.....	23,680	1,419	6.0	17	3	(1)	(1)	(1)	(1)
Laundry equipment, domestic.....	63,823	138	.2	4		54,896	281	.5	4
Refrigerators, domestic (mechanical and absorption); refrigeration machinery and equipment; and complete air-conditioning units.....	276,062	7,128	2.6	40	7	* 226,834	3,623	1.6	37
Sewing machines (domestic and industrial).....	24,124	1,288	5.3	5	1	18,763	963	5.1	7
Metalworking Machinery									
Machine-tool and other metalworking machinery accessories, metal-cutting and shaping tools, and machinists' precision tools.....	121,398	14,821	12.2	93	22	84,596	7,021	8.3	67
Machine tools.....	145,062	66,192	45.4	111	18	* 107,426	31,209	29.1	106
Metalworking machinery and equipment not elsewhere classified.....	71,251	10,000	14.0	71	1				
Office and Store Machines									
Scales and balances.....	13,670	3,046	22.3	15	1	8,452	1,964	23.2	11
Vending, amusement, and other coin-operated machines.....	23,062	1,318	5.7	5	2	(1)	(1)	(1)	(1)
Office and store machines not elsewhere classified.....	120,416	12,322	10.2	21		* 107,637	2,376	2.2	23
Special Industry Machinery									
Food-products machinery.....	87,532	6,808	7.8	74	6	(1)	(1)	(1)	(1)
Paper-mill, pulp-mill, and paper-products machinery.....	31,795	1,624	5.1	10	1	(1)	(1)	(1)	(1)
Printing-trades machinery and equipment.....	54,839	3,689	6.7	25		46,555	8,882	19.1	47
Textile machinery.....	86,436	3,874	4.5	43	3	65,744	4,500	6.8	47
Woodworking machinery.....	22,064	3,086	13.4	27		(1)	(1)	(1)	(1)
Special industry machinery not elsewhere classified.....	51,475	1,305	2.5	14		(1)	(1)	(1)	(1)

1 Not shown separately.

2 Revised for comparative purposes, see explanation, p. 2.

3 Not exactly comparable.

Group 18. AUTOMOBILES AND AUTOMOBILE EQUIPMENT

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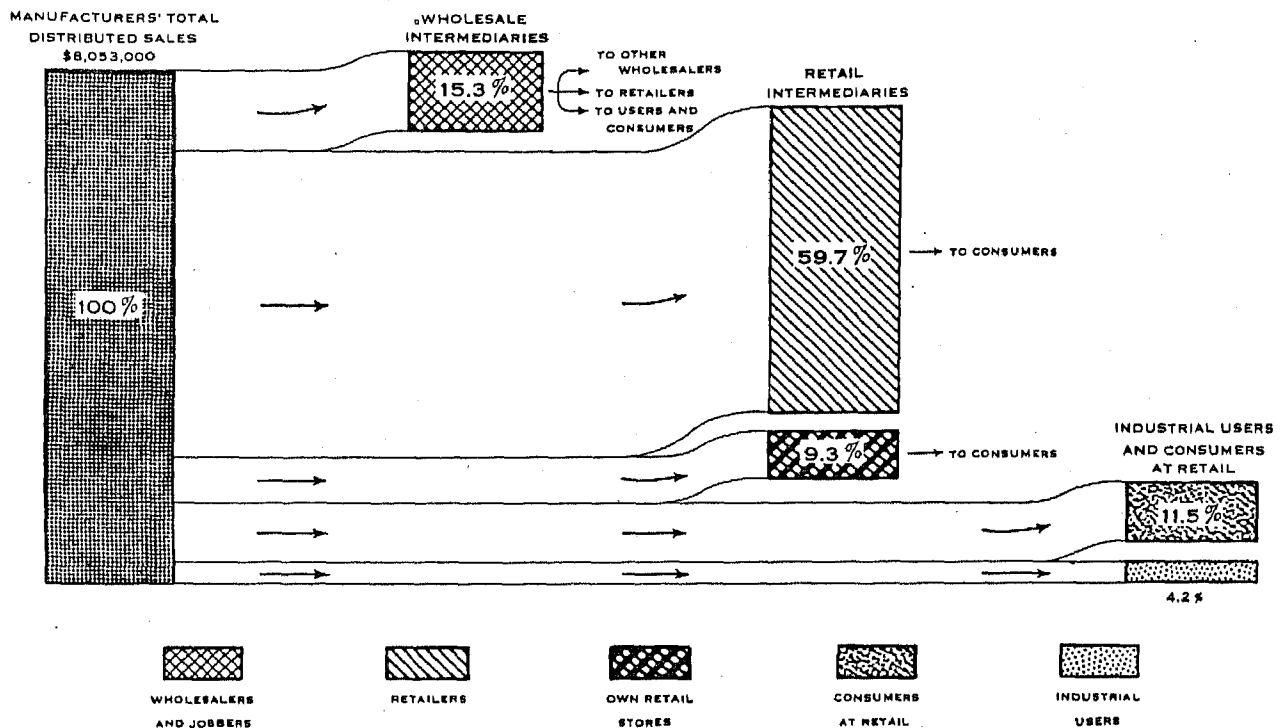
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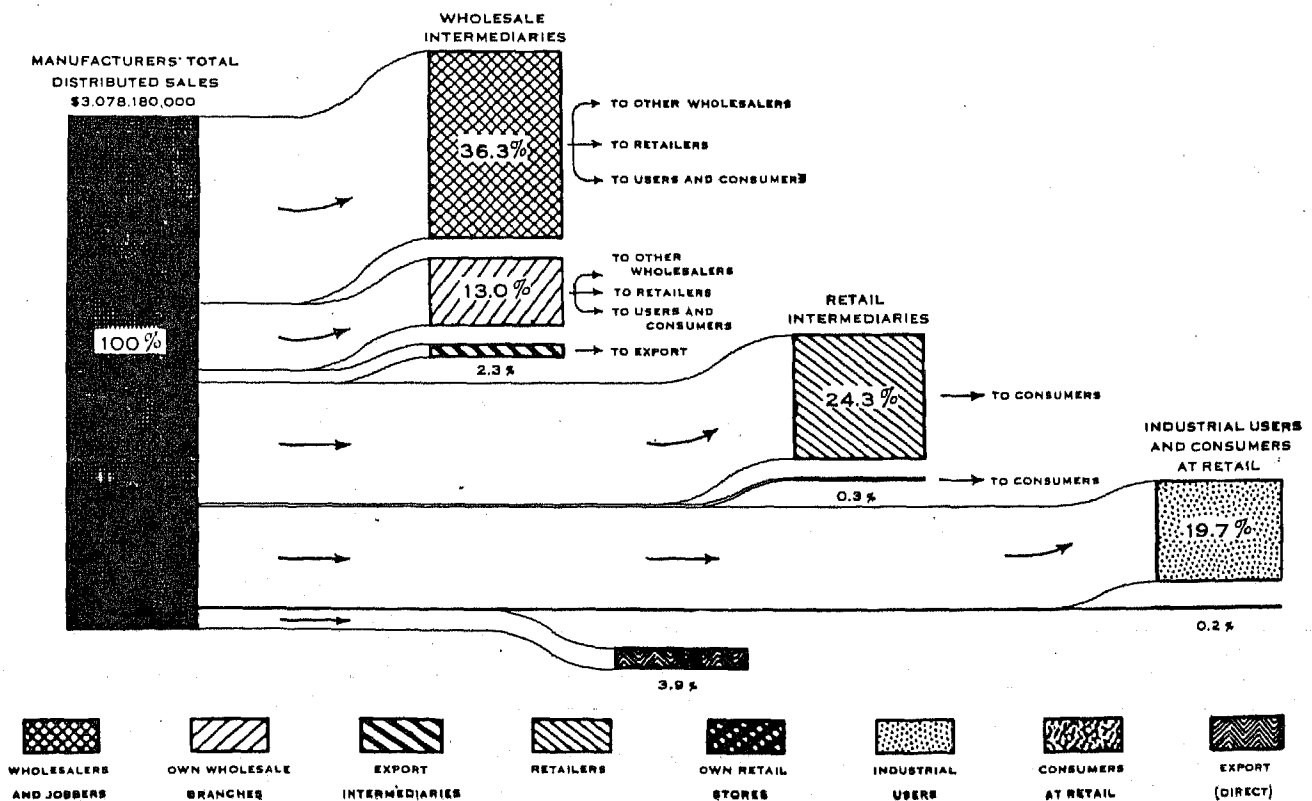
AUTOMOBILE TRAILERS (FOR ATTACHMENT TO PASSENGER CARS)

CHART 1. DISTRIBUTION OF MANUFACTURERS' SALES BY PRIMARY CHANNELS: 1939



MOTOR VEHICLES, MOTOR-VEHICLE BODIES, PARTS AND ACCESSORIES

CHART 2. DISTRIBUTION OF MANUFACTURERS' SALES BY PRIMARY CHANNELS: 1939



AUTOMOBILES AND AUTOMOBILE EQUIPMENT

DESCRIPTION OF INDUSTRIES

This group of industries, as constituted for purposes of the Census of Manufactures, includes establishments primarily engaged in the manufacture of motor vehicles, motor-vehicle bodies, parts and accessories; and automobile trailers for attachment to passenger cars.

Motor vehicles, motor-vehicle bodies, parts and accessories.—Includes establishments primarily engaged in the manufacture or assembly of complete motor vehicles, motor-vehicle chassis, bodies, and such parts and accessories as gears, wheels, radiators,

bumpers, shock absorbers, frames, horns, windshield wipers, etc., and trailers for motor trucks and truck tractors. This industry does not include establishments manufacturing tires and tubes, springs, ignition apparatus, batteries, starting and lighting equipment, headlights, sheet-metal stampings, hardware, etc. The manufacture of motorcycles is included in the "Motorcycles, bicycles, and parts" industry.

Trailers, automobile (for attachment to passenger cars).—Includes establishments primarily engaged in the manufacture or assembly of trailers for passenger cars.

TABLE 1.—DISTRIBUTED SALES BY CLASSES OF CUSTOMERS, BY INDUSTRIES, FOR THE UNITED STATES: 1939
[Values expressed in thousands of dollars]

AUTOMOBILES AND AUTOMOBILE EQUIPMENT	DISTRIBUTED SALES										PERCENT DISTRIBUTED SALES									
	Number of establishments reporting	Total distributed sales	To or through manufacturer-owned-and-operated outlets		To other business concerns in the United States, for resale			Export, direct to buyers in other countries	To users and consumers		Total	To or through manufacturer-owned-and-operated outlets		To other business concerns in the United States, for resale			Export, direct to buyers in other countries	To users and consumers		
			Wholesale branches or offices	Retail stores	Wholesalers and jobbers	Export intermediaries	Retailers (including chains)		Industrial, etc., users ¹	Consumers at retail ²		Wholesale branches or offices	Retail stores	Wholesalers and jobbers	Export intermediaries	Retailers (including chains)		Industrial, etc., users ¹	Consumers at retail ²	
Motor vehicles, motor-vehicle bodies, parts and accessories Trailers, automobile (for attachment to passenger cars)	1,020 79	\$3,078,180 8,053	\$399,323 -----	\$10,792 746	\$1,116,503 1,235	\$69,706 -----	\$748,592 4,805	\$119,447 -----	\$607,339 338	\$6,478 929	100.0 100.0	13.0 -----	0.3 9.3	36.3 15.3	2.3 -----	24.3 50.7	3.0 -----	10.7 4.2	0.2 11.5	

¹ Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).

² Includes farmers, household consumers, and employees at retail.

TABLE 2.—DISTRIBUTED SALES BY CLASS-OF-CUSTOMER GROUPS, AND INTERPLANT TRANSFERS, BY INDUSTRIES, FOR THE UNITED STATES: 1939

[Values expressed in thousands of dollars]

AUTOMOBILES AND AUTOMOBILE EQUIPMENT	DISTRIBUTED SALES												INTERPLANT TRANSFERS			TOTAL DISTRIBUTED SALES AND INTERPLANT TRANSFERS	
	Number of establishments reporting	Total distributed sales	To or through manufacturer-owned and-operated outlets		To other business concerns in the United States, for resale		Export, direct to buyers in other countries		To industrial, etc., users ¹		To consumers at retail ²						
			Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total					
													Number of establishments		Amount		
													Total reporting	Using exclusively			
Motor vehicles, motor-vehicle bodies, parts and accessories.....	1,020	\$3,078,180	\$410,115	13.3	\$1,934,801	62.9	\$119,447	3.9	\$607,339	19.7	\$6,478	0.2	136	10	\$1,104,158	1,030	\$4,182,338
Trailers, automobile (for attachment to passenger cars).....	79	8,053	746	9.3	6,040	75.0	-----	-----	338	4.2	929	11.5	-----	-----	-----	79	8,053

¹ Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).

² Includes farmers, household consumers, and employees at retail.

TABLE 3.—DISTRIBUTED SALES BY INDUSTRIES AND BY CLASSES OF CUSTOMERS, FOR THE UNITED STATES: 1939, 1935, AND 1929

[For comparative purposes, direct export sales omitted. Values expressed in thousands of dollars]

AUTOMOBILES AND AUTOMOBILE EQUIPMENT	TOTAL DISTRIBUTED SALES (EXCLUDING DIRECT EXPORT)		SALES TO OR THROUGH MANUFACTURER-OWNED AND OPERATED OUTLETS				SALES TO OTHER BUSINESS CONCERNS IN THE UNITED STATES, FOR RESALE				SALES TO USERS AND CONSUMERS			
			Wholesale branches or offices		Retail stores		Wholesalers and jobbers ¹		Retailers (including chains)		Industrial, etc., users ²		Consumers at retail ³	
	Number of establishments reporting	Amount	Amount	Per cent of total	Amount	Per cent of total	Amount	Per cent of total	Amount	Per cent of total	Amount	Per cent of total	Amount	Per cent of total
Motor vehicles, motor-vehicle bodies, parts and accessories; and automobile trailers (for attachment to passenger cars):														
1939.....	1,095	\$2,968,780	\$309,323	13.5	\$11,538	0.4	\$1,187,444	40.0	\$753,397	25.4	\$607,677	20.5	\$7,407	0.2
Motor vehicles, motor-vehicle bodies, parts and accessories.....	1,016	2,958,733	309,323	13.5	10,792	.4	1,180,209	40.1	748,592	25.3	607,339	20.5	6,478	.2
Trailers, automobile (for attachment to passenger cars).....	79	8,053	-----	-----	746	9.3	1,235	15.3	4,805	50.7	338	4.2	920	11.5
1935 ⁴	900	3,082,520	308,497	10.0	1,280	(⁵)	1,016,463	52.5	514,395	16.7	622,581	20.2	19,307	.6

¹ Export intermediaries included for comparative purposes.² Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).³ Includes farmers, household consumers, and employees at retail.⁴ Revised for comparative purposes, see explanation, p. 2.⁵ Less than one-tenth of 1 percent.

TABLE 4.—NUMBER OF ESTABLISHMENTS, BY INDUSTRIES AND BY CLASSES OF CUSTOMERS, FOR THE UNITED STATES: 1939

AUTOMOBILES AND AUTOMOBILE EQUIPMENT	Number of establishments reporting distributed sales and transfers	ESTABLISHMENTS REPORTING DISTRIBUTED SALES													
		ESTABLISHMENTS REPORTING INTERPLANT TRANSFERS ¹		To or through manufacturer-owned and operated outlets				To other business concerns in the United States, for resale				Export, direct to buyers in other countries		To users and consumers	
		Number	Using exclusively	Wholesale branches or offices		Retail stores		Wholesalers and jobbers		Export intermediaries		Retailers (including chains)		Industrial, etc., users ³	
		Number	Using exclusively	Number	Selling exclusively	Number	Selling exclusively	Number	Selling exclusively	Number	Selling exclusively	Number	Selling exclusively	Number	Selling exclusively
Motor vehicles, motor-vehicle bodies, parts and accessories.....	1,030	136	10	1,020	63	12	12	368	81	124	-----	195	28	726	358
Trailers, automobile (for attachment to passenger cars).....	79	-----	-----	79	-----	14	8	17	5	-----	-----	20	9	11	4

¹ See definition for "Interplant transfers," p. 3.² Establishments reporting distributed sales are obtained by subtracting "Establishments reporting interplant transfers—using exclusively" from "Establishments reporting distributed sales and transfers."³ Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).⁴ Includes farmers, household consumers, and employees at retail.

TABLE 5.—RECONCILIATION OF MANUFACTURES VALUE OF PRODUCTS WITH TOTAL DISTRIBUTED SALES, AND NUMBER OF ESTABLISHMENTS REPORTING SALES WITH NUMBER OF ESTABLISHMENTS IN INDUSTRY (MANUFACTURES): 1939

[Values expressed in thousands of dollars]

AUTOMOBILES AND AUTOMOBILE EQUIPMENT	Value of products ¹	INVENTORY ¹ (FINISHED PRODUCTS)		Purchased merchandise sold without processing (+)	Receipts for contract and repair work ¹ (-)	Value of products not distributed (-)	Interplant transfers (-)	Value of products adjusted for distribution ² (A+B+D) minus (C+E+F+G)	Total distributed sales reported	Total number of establishments ¹	NUMBER OF ESTABLISHMENTS REPORTING			
		Beginning of year 1939 (+)	End of year 1939 (-)								Exclusive contract work	No distribution of sales	Exclusive interplant transfers	Distribution of sales
	A	B	C											
Motor vehicles, motor-vehicle bodies, parts and accessories.....	\$4,039,931	\$86,357	\$100,947	\$141,591	\$32,256	\$12,717	\$1,104,158	\$3,017,801	\$3,078,180	1,054	5	19	10	1,020
Trailers, automobile (for attachment to passenger cars).....	7,042	272	302	164	85	-----	-----	7,991	8,053	79	-----	-----	-----	79

¹ From Census of Manufactures.² See explanation under "Correlation with Census of Manufactures," p. 2.

CENSUS OF BUSINESS

TABLE 6.—DISTRIBUTED SALES NEGOTIATED THROUGH AGENTS, BROKERS, AND COMMISSION HOUSES, AND NUMBER OF ESTABLISHMENTS REPORTING, BY INDUSTRIES, FOR THE UNITED STATES: 1939 AND 1935

[Values expressed in thousands of dollars]

AUTOMOBILES AND AUTOMOBILE EQUIPMENT	DISTRIBUTED SALES									
	1939					1935				
	Total	Through agents, brokers, and commission houses (excluding manufacturers' own sales force)				Total	Through agents, brokers, and commission houses (excluding manufacturers' own sales force)			
		Amount	Per- cent of total	Number of estab- lishments			Amount	Per- cent of total	Number of estab- lishments	
				Total re- porting	Selling exclu- sively				Total re- porting	Selling exclu- sively
Motor vehicles, motor-vehicle bodies, parts and accessories - Trailers, automobile (for attachment to passenger cars) -----	\$2, 058, 733 8, 053	\$24, 521 979	0. 8 12. 2	87 5	9 2	}\$3,082,520	\$10, 484	0. 6	81	15

¹ Revised for comparative purposes, see explanation, p. 2.

Group 19. TRANSPORTATION EQUIPMENT, EXCEPT AUTOMOBILES

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TRANSPORTATION EQUIPMENT, EXCEPT AUTOMOBILES

DESCRIPTION OF INDUSTRIES

This group of industries, as constituted for purposes of the Census of Manufactures, includes establishments primarily engaged in manufacturing aircraft and parts; motorcycles, bicycles, and parts; and transportation equipment not elsewhere classified (such as carriages, wagons, sleighs, sleds, wheelbarrows, etc., and parts).

No statistics were collected in 1939 on distribution of sales for the following industries in this group. For convenience in evaluating the amount of work done in these industries, they have been included in table 5 to show value of products.

Boatbuilding and boat repairing.
Cars and car equipment—railroad, street, and rapid-transit.
Locomotives (including frames) and parts (railroad, mining, and industrial).
Shipbuilding and ship repairing.

AIRCRAFT AND PARTS

Aircraft and parts, including aircraft engines.—Includes establishments primarily engaged in the manufacture of complete aircraft, both heavier-than-air and lighter-than-air, including gliders, balloons, and parachutes. Also included are parts especially designed for aircraft, such as aircraft engines, propellers, propeller blades, and pontoons. Establishments primarily engaged in the manufacture of aeronautical instruments or establishments primarily engaged in the manu-

facture of aeronautical electrical equipment are not included. No data for establishments operated by the Federal Government are included.

This industry is omitted from table 3 as comparisons are not available.

MOTORCYCLES, BICYCLES, AND PARTS

Motorcycles, bicycles, and parts.—Includes establishments primarily engaged in the manufacture of complete motorcycles, side cars, motor scooters, bicycles, and motorcycle and bicycle parts, such as saddles, seat posts, frames, handlebars, etc. Establishments primarily engaged in the manufacture of engines, tires, lamps, and electrical supplies are classified in other industries.

TRANSPORTATION EQUIPMENT NOT ELSEWHERE CLASSIFIED

Transportation equipment not elsewhere classified.—Includes establishments primarily engaged in the manufacture of transportation equipment not elsewhere classified, such as horse-drawn vehicles (carriages, wagons, sleighs, and sleds) and parts, wheelbarrows, etc. The manufacture of children's vehicles is covered by the "Children's vehicles" industry.

This industry is omitted from table 3 as comparisons are not available.

TABLE 1.—DISTRIBUTED SALES BY CLASSES OF CUSTOMERS, BY INDUSTRIES, FOR THE UNITED STATES: 1939

[Values expressed in thousands of dollars]

TRANSPORTATION EQUIPMENT, EXCEPT AUTOMOBILES	DISTRIBUTED SALES									PERCENT DISTRIBUTED SALES									
	Number of establishments re- porting	Total distributed sales	To or through manufacturer- owned-and-operated out- lets		To other business concerns in the United States, for resale			Export, direct to buyers in other countries	To users and consumers		Total	To or through manufacturer- owned-and-operated out- lets		To other business concerns in the United States, for resale			Export, direct to buyers in other countries	To users and consumers	
			Wholesale branches or offices	Retail stores	Wholesalers and jobbers	Export intermediaries	Retailers (including chains)		Industrial, etc., users ¹	Consumers at retail ²		Wholesale branches or offices	Retail stores	Wholesalers and jobbers	Export intermediaries	Retailers (including chains)		Industrial, etc., users ¹	Consumers at retail ²
Aircraft and Parts																			
Aircraft and parts, including aircraft engines.....	117	\$264,981	(*)	-----	\$ 8,471	\$14,249	\$305	\$110,588	\$131,052	\$316	100.0	(*)	-----	\$ 3.2	5.4	0.1	41.7	40.5	0.1
Motorcycles, Bicycles, and Parts																			
Motorcycles, bicycles, and parts.....	36	42,998	(*)	-----	\$ 13,322	455	20,404	1,200	47,543	44	100.0	(*)	-----	\$ 31.0	1.0	47.6	2.8	17.6	.1
Transportation Equipment Not Elsewhere Classified																			
Transportation equipment not elsewhere classified.....	41	6,428	\$1,476	-----	2,331	147	1,680	119	481	185	100.0	22.9	-----	36.3	2.3	26.3	1.8	7.5	2.9

¹ Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).

² Includes farmers, household consumers, and employees at retail.

³ Sales to or through own wholesale branches or offices combined with sales to wholesalers and jobbers to avoid disclosure.

⁴ Interplant transfers included to avoid disclosure.

TABLE 2.—DISTRIBUTED SALES BY CLASS-OF-CUSTOMER GROUPS, AND INTERPLANT TRANSFERS, BY INDUSTRIES, FOR THE UNITED STATES: 1939

[Values expressed in thousands of dollars]

TRANSPORTATION EQUIPMENT, EXCEPT AUTOMOBILES	DISTRIBUTED SALES												INTERPLANT TRANSFERS			TOTAL DISTRIBUTED SALES AND INTERPLANT TRANSFERS	
	Number of establishments report- ing	Total distributed sales	To or through manufacturer- owned-and- operated outlets		To other busi- ness concerns in the United States, for resale		Export, direct to buyers in other countries		To industrial, etc., users ¹		To consum- ers at retail ²						
			Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total					
													Number of establish- ments		Amount		
													Total re- porting	Using ex- clusively			
Aircraft and Parts																	
Aircraft and parts, including aircraft engines.....	117	\$204,981	(3)	(3)	\$23,025	8.7	\$110,588	41.7	\$181,052	40.5	\$316	0.1	16	-----	\$4,501	117	\$209,482
Motorcycles, Bicycles, and Parts																	
Motorcycles, bicycles, and parts.....	36	42,068	(3)	(3)	\$34,181	70.5	1,200	2.8	\$7,543	17.6	44	.1	(5)	-----	(4)	36	42,068
Transportation Equipment Not Else- where Classified																	
Transportation equipment not elsewhere classified.....	41	6,428	\$1,470	22.9	4,167	64.0	110	1.8	481	7.5	185	2.9	-----	-----	-----	41	6,428

¹ Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).² Includes farmers, household consumers, and employees at retail.³ Sales to or through manufacturer-owned-and-operated outlets combined with sales to "Other business concerns in the United States" to avoid disclosure.⁴ Interplant transfers combined with sales to industrial, etc., users to avoid disclosure.⁵ Omitted to avoid disclosure.

TABLE 3.—DISTRIBUTED SALES BY INDUSTRIES AND BY CLASSES OF CUSTOMERS, FOR THE UNITED STATES: 1939, 1935, AND 1929

[For comparative purposes, direct export sales omitted. Values expressed in thousands of dollars]

TRANSPORTATION EQUIPMENT, EXCEPT AUTOMOBILES	TOTAL DISTRIBUTED SALES (EXCLUDING DIRECT EXPORT)		SALES TO OR THROUGH MANUFACTURER-OWNED-AND-OPERATED OUTLETS				SALES TO OTHER BUSINESS CONCERNS IN THE UNITED STATES, FOR RESALE				SALES TO USERS AND CONSUMERS			
			Wholesale branches or offices		Retail stores		Wholesalers and jobbers ¹		Retailers (including chains)		Industrial, etc., users ²		Consumers at retail ³	
	Number of establishments reporting	Amount	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total
Motorcycles, Bicycles, and Parts														
Motorcycles, bicycles, and parts:														
1939.....	36	\$41,768	(4)	(4)	-----	-----	\$13,777	33.0	\$20,404	48.8	\$7,543	18.1	\$44	0.1
1935.....	22	22,510	-----	-----	-----	-----	7,523	33.4	10,203	45.3	4,784	21.3	(6)	(6)
1929.....	21	23,611	-----	-----	-----	-----	8,825	37.4	11,535	48.8	3,251	13.8	(7)	(7)

¹ Export intermediaries included for comparative purposes.² Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).³ Includes farmers, household consumers, and employees at retail.⁴ Sales to or through own wholesale branches or offices combined with sales to wholesalers and jobbers to avoid disclosure.⁵ Interplant transfers included to avoid disclosure.⁶ Sales to consumers at retail combined with sales to retailers to avoid disclosure.⁷ Sales to consumers at retail combined with sales to industrial, etc., users to avoid disclosure.

CENSUS OF BUSINESS

TABLE 4.—NUMBER OF ESTABLISHMENTS, BY INDUSTRIES AND BY CLASSES OF CUSTOMERS, FOR THE UNITED STATES: 1939

TRANSPORTATION EQUIPMENT, EXCEPT AUTOMOBILES	Number of establishments reporting distributed sales and transfers	ESTABLISHMENTS REPORTING DISTRIBUTED SALES																		
		ESTABLISH- MENTS REPORTING INTERPLANT TRANSFERS ¹		Total ²	To or through manu- facturer - owned - and - operated outlets				To other business concerns in the United States, for resale						Export, direct to buyers in other countries		To users and consumers			
					Wholesale branches or offices		Retail stores		Wholesalers and jobbers		Export inter- mediaries		Retailers (including chains)				Industrial, etc., users ³		Consumers at retail ⁴	
					Number	Selling exclu- sively	Number	Selling exclu- sively	Number	Selling exclu- sively	Number	Selling exclu- sively	Number	Selling exclu- sively			Number	Selling exclu- sively	Number	Selling exclu- sively
Aircraft and Parts																				
Aircraft and parts, including aircraft engines.....	117	16	-----	117	(⁵)	(⁵)	-----	-----	⁵ 24	⁵ 6	16	-----	5	-----	38	-----	85	45	10	4
Motorcycles, Bicycles, and Parts																				
Motorcycles, bicycles, and parts.....	36	(⁵)	-----	36	(⁵)	-----	-----	-----	⁵ 24	5	7	-----	21	4	12	-----	⁵ 21	4	5	-----
Transportation Equipment Not Else- where Classified																				
Transportation equipment not else- where classified.....	41	-----	-----	41	4	-----	-----	-----	20	4	5	-----	22	6	8	-----	14	3	10	2

¹ See definition for "Interplant transfers," p. 3.² Establishments reporting distributed sales are obtained by subtracting "Establishments reporting interplant transfers—using exclusively" from "Establishments reporting distributed sales and transfers."³ Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).⁴ Includes farmers, household consumers, and employees at retail.⁵ Establishments reporting sales to or through own wholesale branches or offices combined with wholesalers and jobbers to avoid disclosure.⁶ Establishments reporting interplant transfers combined with industrial, etc., users to avoid disclosure.

TABLE 5.—RECONCILIATION OF MANUFACTURES VALUE OF PRODUCTS WITH TOTAL DISTRIBUTED SALES, AND NUMBER OF ESTABLISHMENTS REPORTING SALES WITH NUMBER OF ESTABLISHMENTS IN INDUSTRY (MANUFACTURES): 1939

[Values expressed in thousands of dollars]

TRANSPORTATION EQUIPMENT, EXCEPT AUTOMOBILES	Value of products ¹	INVENTORY ¹ (FINISHED PRODUCTS)		Purchased merchandise sold without processing (+)	Receipts for contract and repair work (-)	Value of products not distributed (-)	Interplant transfers (-)	Value of products adjusted for distribution ² (A+B+D) minus (C+E+F+G)	Total distributed sales reported	Total number of establishments ¹	NUMBER OF ESTABLISHMENTS REPORTING			
		Beginning of year 1939 (+)	End of year 1939 (-)								Exclusive contract work	No distribution of sales	Exclusive interplant transfers	Distribution of sales
	A	B	C	D	E	F	G							
Aircraft and Parts														
Aircraft and parts, including aircraft engines.....	\$270,497	\$1,923	\$2,231	\$17,780	\$3,514	-----	\$4,501	\$288,954	\$264,981	125	8	-----	-----	117
Motorcycles, Bicycles, and Parts														
Motorcycles, bicycles, and parts.....	43,052	1,136	1,352	661	122	-----	(³)	43,375	42,968	36	-----	-----	-----	36
Railroad Equipment														
Cars and car equipment—railroad, street, and rapid-transit.....	168,382	-----	-----	-----	-----	\$168,382	-----	-----	-----	143	-----	143	-----	-----
Locomotives (including frames) and parts (railroad, mining, and industrial).....	47,426	-----	-----	-----	-----	47,426	-----	-----	-----	15	-----	15	-----	-----
Ship and Boat Building and Repairing														
Boatbuilding and boat repairing.....	10,885	-----	-----	-----	-----	10,885	-----	-----	-----	202	-----	202	-----	-----
Shipbuilding and ship repairing.....	327,387	-----	-----	-----	-----	327,387	-----	-----	-----	406	-----	406	-----	-----
Transportation Equipment Not Elsewhere Classified														
Transportation equipment not elsewhere classified.....	6,269	689	566	176	162	-----	-----	6,406	6,428	41	-----	-----	-----	41

¹ From Census of Manufactures.² See explanation under "Correlation with Census of Manufactures," p. 2.³ Omitted to avoid disclosure.⁴ Interplant transfers included to avoid disclosure.

DISTRIBUTION OF MANUFACTURERS' SALES: 1939

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TABLE 6.—DISTRIBUTED SALES NEGOTIATED THROUGH AGENTS, BROKERS, AND COMMISSION HOUSES, AND NUMBER OF ESTABLISHMENTS REPORTING, BY INDUSTRIES, FOR THE UNITED STATES: 1939 AND 1935

[Values expressed in thousands of dollars]

TRANSPORTATION EQUIPMENT, EXCEPT AUTOMOBILES	DISTRIBUTED SALES									
	1939					1935				
	Total	Through agents, brokers, and commission houses (excluding manufacturers' own sales force)				Total	Through agents, brokers, and commission houses (excluding manufacturers' own sales force)			
		Amount	Percent of total	Number of establishments			Amount	Percent of total	Number of establishments	
Total reporting	Selling exclusively			Total reporting	Selling exclusively					
Aircraft and Parts										
Aircraft and parts, including aircraft engines.....	\$154, 308	\$13, 199	8. 5	17	3	(1)	(1)	(1)	(1)	(1)
Motorcycles, Bicycles, and Parts										
Motorcycles, bicycles, and parts.....	41, 708	1, 733	4. 1	10	-----	\$22, 510	\$108	0. 5	4	-----
Transportation Equipment Not Elsewhere Classified										
Transportation equipment not elsewhere classified.....	0, 309	680	10. 8	7	-----	(1)	(1)	(1)	(1)	(1)

¹ No comparative information.

Group 20. MISCELLANEOUS INDUSTRIES

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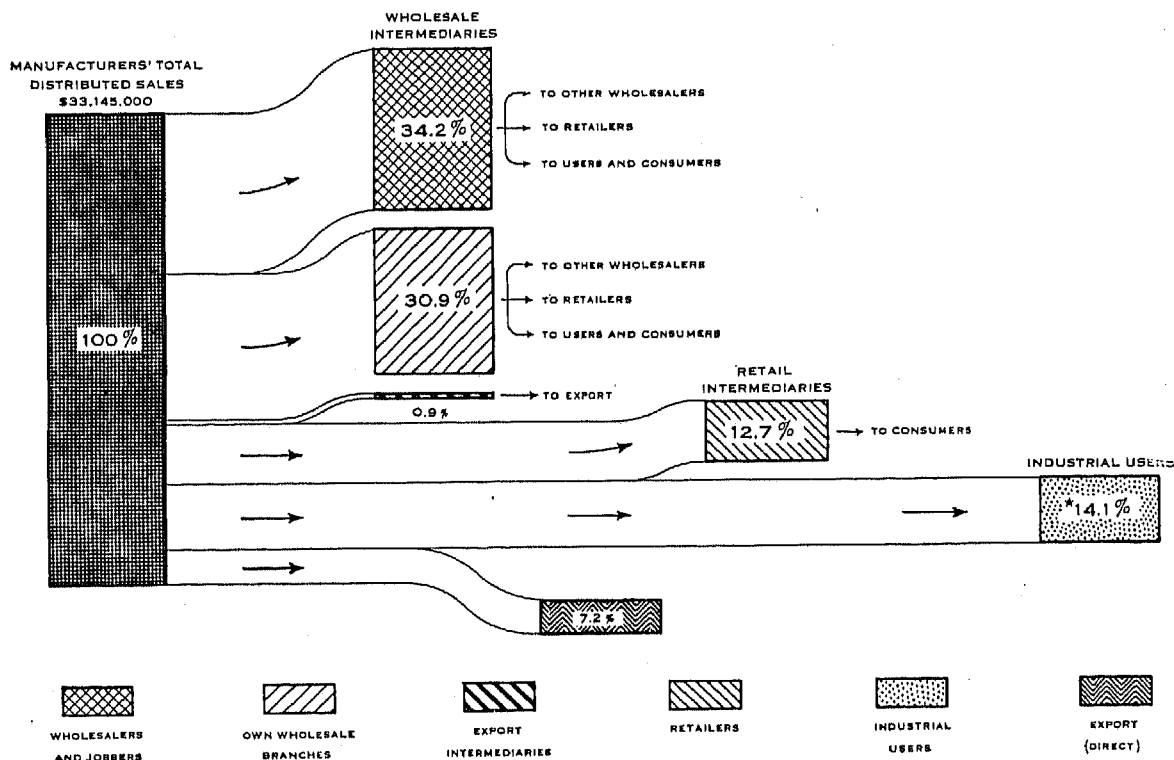
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DENTAL EQUIPMENT AND SUPPLIES

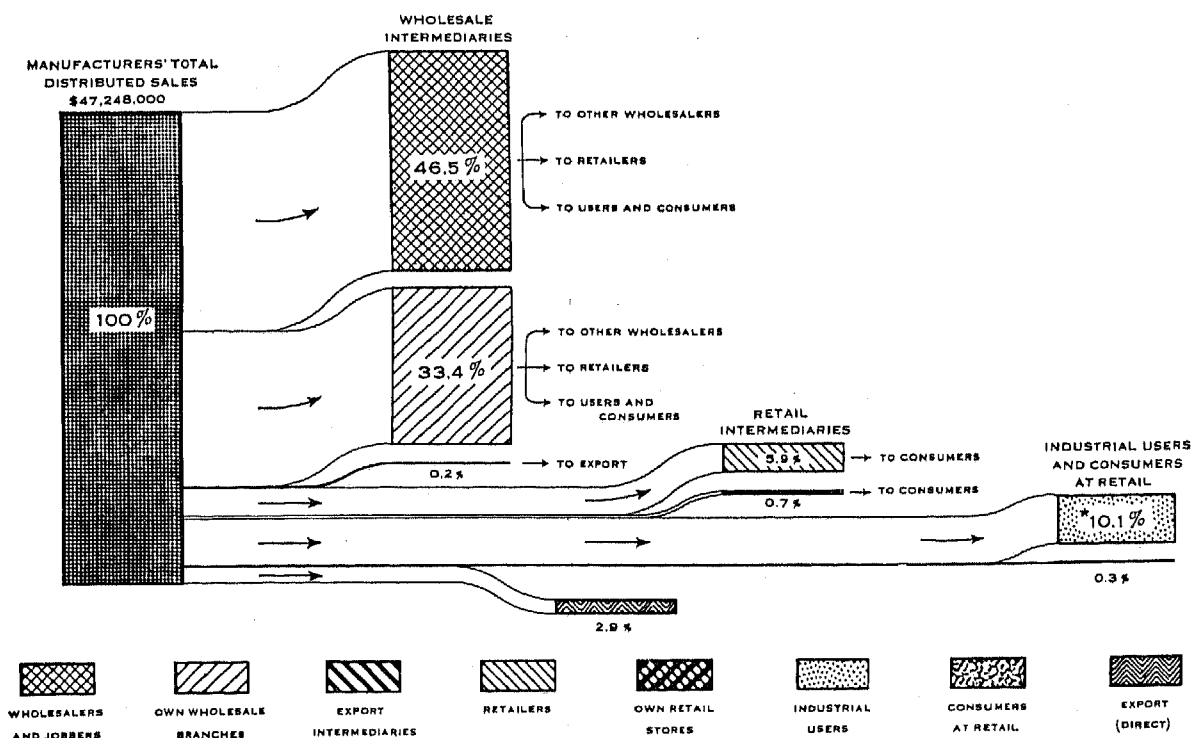
CHART 1. DISTRIBUTION OF MANUFACTURERS' SALES BY PRIMARY CHANNELS: 1939



* Includes interplant transfers

OPHTHALMIC GOODS - LENSES AND FITTINGS

CHART 2. DISTRIBUTION OF MANUFACTURERS' SALES BY PRIMARY CHANNELS: 1939



* Includes interplant transfers

MISCELLANEOUS INDUSTRIES

DESCRIPTION OF INDUSTRIES

This group of industries, as constituted for purposes of the Census of Manufactures, includes establishments primarily engaged in manufacturing a wide variety of products not included in other major industry groups—such as buttons; costume jewelry and miscellaneous products; musical instruments; pens, pencils, stencils, and artists' materials; professional and scientific instruments; photographic apparatus and optical goods; surgical and dental instruments, equipment, and supplies; toys and sporting and athletic goods; and miscellaneous industries not elsewhere classified.

ARTISTS' MATERIALS, STENCILS, PENS, AND PENCILS

Artists' materials.—The principal products of the establishments classified in this industry are canvas board, prepared canvases or frames, air brushes for portrait work, air compressors for art work, easels, drawing tables and boards, palettes, sketch boxes, and pantographs; oil colors; gold and bronze mixtures, powders, paints, and sizes; gold and aluminum enamel and paint for china painting; pyrography goods, including platinum points; drawing inks; and drafting materials.

Carbon paper and inked ribbons.—Includes establishments primarily engaged in the manufacture of carbon paper for typewriters, salesbooks, etc., and of inked ribbons for typewriters, adding machines, cash registers, etc.

Hand stamps, stencils, and brands.—Includes establishments primarily engaged in the manufacture of rubber and metal stamps, dies, seals, and presses; steel letters and figures; stencils for use in painting, marking, or in addressing machines; irons for branding articles of merchandise, etc.

Pencils (except mechanical) and crayons.—Includes establishments primarily engaged in the manufacture of wood-cased lead pencils, pencil leads and parts manufactured for sale as such, and crayons.

Pens, mechanical pencils, and pen points.—Includes establishments primarily engaged in the manufacture of complete fountain pens, stylographic pens, mechanical pencils, gold, steel, and other metal pen points, rubber holders, and other parts.

BUTTONS

Buttons.—The establishments in this industry are those whose principal products are buttons, parts of

buttons, and button blanks and molds, of all materials except precious metal and precious or semiprecious stones.

COSTUME JEWELRY AND MISCELLANEOUS PRODUCTS

Costume jewelry and costume novelties (jewelry other than fine jewelry).—The establishments in this industry are those whose principal products are costume jewelry, costume novelties, and ornaments made of all materials except precious metal and precious stones.

Feathers, plumes, and artificial flowers.—The establishments in this industry are those whose principal products are artificial flowers, fruits, and foliage made of all materials (except glass); and establishments engaged in producing fancy feathers, plumes, and articles made principally of feathers and plumes. Establishments engaged in curling, dyeing, and renovating ostrich feathers for the trade are not included.

Jewelry cases and instrument cases.—The establishments in this industry are those whose principal products are jewelry cases, fancy boxes and trays for jewelry, instruments, cutlery, eyeglasses, combs, cigarettes, pipes, toilet sets, etc.

Lamp shades.—The establishments in this industry are those whose principal products are lamp shades, made of all materials except glass and metal.

MUSICAL INSTRUMENTS AND PARTS

Organs.—Includes establishments primarily engaged in the manufacture of complete pipe organs, reed organs, and electric organs.

Piano and organ parts and materials.—Includes establishments primarily engaged in the manufacture of piano and organ materials and parts for sale as such. The products include piano strings, plates, keys, actions, keyboards, cases, back frames, pedal attachments, hammers, sounding boards, legs, and bridges; organ reeds, pipes, stops, knobs, and reed boards; and perforated music rolls.

Pianos.—Includes establishments primarily engaged in the manufacture of complete pianos, with or without player attachments.

Musical instruments, parts, and materials not elsewhere classified.—Includes establishments primarily engaged in the manufacture of musical instruments (other than pianos and organs) and of parts and materials for such instruments.

OPTICAL GOODS, PROFESSIONAL AND SCIENTIFIC INSTRUMENTS, AND PHOTOGRAPHIC APPARATUS

Ophthalmic goods—lenses and fittings.—Includes establishments primarily engaged in the grinding of ophthalmic lenses and the manufacturing of ophthalmic goods.

Optical instruments and lenses.—Includes establishments primarily engaged in the manufacture of microscopes, telescopes, field glasses, and related optical instruments.

Photographic apparatus and materials and projection equipment (except lenses).—Includes establishments primarily engaged in the manufacture of photographic and motion-picture cameras and projection apparatus, and associated materials and supplies such as films, sensitized paper and plates, reels, tanks, tripods, etc. The production of lenses is classified in the "Optical instruments and lenses" industry or in the "Ophthalmic goods—lenses and fittings" industry.

This industry is omitted from table 3 as comparisons are not available.

Professional and scientific instruments (except surgical and dental).—Includes establishments primarily engaged in the manufacture of professional and scientific instruments, such as surveyors', nautical, and aeronautical; barometers; thermometers; compasses; and instruments for laboratory work and scientific research.

SURGICAL, MEDICAL, AND DENTAL INSTRUMENTS, EQUIPMENT, AND SUPPLIES

Dental equipment and supplies.—Includes establishments whose principal products are mechanical devices and other equipment for use by dentists, such as equipment units, sterilizers, cabinets, chairs, etc., as well as hand tools and instruments and such materials as dental gold and alloys, waxes and compounds, and teeth. It does not, however, cover the manufacture of X-ray machines for dentists' use, which are assigned to the "Electrical machinery" group.

Surgical and medical instruments.—Includes establishments primarily engaged in the manufacture of surgical, veterinarian, and other medical instruments, and clinical thermometers. (Dental instruments are, however, assigned to the "Dental equipment and supplies" industry.)

Surgical supplies and equipment not elsewhere classified; and orthopedic appliances.—Includes establishments primarily engaged in the manufacture of surgical and orthopedic appliances such as braces, trusses, supports, splints, and elastic hosiery, and of such products as crutches and artificial limbs. Also included are establishments producing hearing aids, surgical gut strings, adhesive plasters, bandages, surgical gauze, and sanitary products. Surgical instruments are assigned to "Surgical and medical instruments."

TOYS, AND SPORTING AND ATHLETIC GOODS

Children's vehicles.—Includes establishments primarily engaged in the manufacture of baby and doll carriages, go-carts, velocipedes, and tricycles; children's wagons, automobiles, and sleds; and certain other classes of children's wheel goods.

Dolls (except rubber).—Includes establishments primarily engaged in the manufacture of all kinds of dolls and doll parts (except rubber), and doll clothing.

Games and toys (except dolls and children's vehicles).—Includes establishments primarily engaged in the manufacture of games (both for adults and for children), except playing cards and apparatus classified as "sporting and athletic"; toys of all kinds (except dolls), such as mechanical toys, airplanes (mechanical and other), wooden toys; air rifles and popguns.

Sporting and athletic goods not elsewhere classified.—Includes establishments primarily engaged in the manufacture of equipment for fishing and hunting (except firearms and ammunition); equipment for athletic games and sports (such as golf, baseball, football, tennis, skating, skiing, etc.); gymnasium and playground equipment; billiard and pool tables; bowling alleys, etc. Clothing and footwear made specially for sporting and athletic purposes (such as hunting coats and boots, bathing suits, sweaters, tennis shoes, leggings, etc.) are assigned to the clothing industries, the knit goods industries, the boot and shoe industries, etc. Fishing line, both for commercial use and for sport, is classified in the "Cordage and twine" industry.

MISCELLANEOUS INDUSTRIES NOT ELSEWHERE CLASSIFIED

Beauty-shop and barber-shop equipment.—Includes establishments primarily engaged in the manufacture of devices and equipment for use in beauty shops and barber shops. The classification does not cover the manufacture of furniture, nor certain other classes of equipment, such as sterilizers, that are also used by dentists and physicians and in hospitals. Hair driers, when made for use in beauty shops, are classified in this industry, but when made for use in the home are treated as products of the "Electrical appliances" industry in the Electrical Machinery report.

Brooms.—Includes establishments primarily engaged in the manufacture of household brooms, whisk brooms, and industrial brooms of broomcorn, bassine, etc., and street-sweeping brooms made of heavier materials.

Brushes.—Includes establishments primarily engaged in the manufacture of paint brushes, tooth brushes, shaving brushes, and all other kinds of brushes from any material except rubber.

Fabricated plastic products not elsewhere classified.—Includes establishments primarily engaged in the manufacture of finished products (not elsewhere classi-

fied) made of synthetic resins, cellulose compounds, and casein or galalith, except those making articles from such materials whose products are separately classified in the "Buttons" or "Brushes" (tooth and other toilet brushes) industries. The manufacture of synthetic resins and cellulose plastics for use in further manufacture are classified in the "Plastic materials" industry, of the "Industrial chemicals" subgroup.

This industry is omitted from table 3 as comparisons are not available.

Fire extinguishers, chemical.—Includes establishments primarily engaged in the manufacture of portable fire extinguishers, hose reels, other apparatus (except motor-propelled), and appliances for fire extinguishing by means of chemicals; chemical preparations for use with such apparatus and appliances; hand grenades for fire extinguishing, etc.

Furs (dressed and dyed).—Includes establishments primarily engaged in scraping, currying, tanning, bleaching, and dyeing of pelts, and dressing of hair and bristles.

Hair work.—Includes establishments primarily engaged in the manufacture of wigs, switches, braids, puffs, and related articles made largely from human hair but in some cases from mohair or other animal hair.

Models and patterns (except paper patterns).—Includes establishments primarily engaged in the manufacture of models, patterns, and forms of all materials, except paper patterns and shoe-display forms.

Needles, pins, hooks and eyes, and slide and snap fasteners.—Includes establishments primarily engaged in the manufacture of machine and hand needles, knitting and sewing; toilet and safety pins, wire hairpins, etc.; glove fasteners, snap fasteners, slide fasteners, hooks and eyes, etc.

Signs, advertising displays, and advertising novelties.—Includes establishments primarily engaged in the manufacture of neon signs; electrical, mechanical, cut-out, or plate signs, advertising displays, and advertising novelties. The painting of outdoor signs on billboards, walls, etc., does not come within the scope of the census; and the printing of advertising matter is not included in distribution of sales.

Soda fountains, beer dispensing equipment, and related products.—Includes establishments primarily engaged in the manufacture of complete soda fountains, beer dispensing equipment, tanks, siphons, and other parts and accessories.

Tobacco pipes and cigarette holders.—Includes establishments primarily engaged in the manufacture of tobacco pipes from briar, meerschaum, composition, corn-cobs, and clay, with mouthpieces of amber, rubber, celluloid, ivory, and other materials, and of cigar and cigarette holders of materials other than paper and hard rubber.

Umbrellas, parasols, and canes.—The principal products of this industry are umbrellas, parasols, canes, umbrella and parasol cases, handles, and frames, and other parts for umbrellas, parasols, and canes.

Wool pulling.—Includes establishments primarily engaged in detaching wool from sheepskins.

This industry is omitted from table 3 as comparisons are not available.

Miscellaneous fabricated products not elsewhere classified.—Includes establishments primarily engaged in the manufacture of theatrical scenery, advertising curtains, combs and hairpins (other than metal or rubber), hair ornaments, beaded articles, holiday goods, celluloid novelties, and many other small articles not covered by distinct classifications.

TABLE 1.—DISTRIBUTED SALES BY CLASSES OF CUSTOMERS, BY INDUSTRIES, FOR THE UNITED STATES: 1939
(Values expressed in thousands of dollars)

MISCELLANEOUS INDUSTRIES	DISTRIBUTED SALES										PERCENT DISTRIBUTED SALES									
	Number of establishments reporting	Total distributed sales	To or through manufacturer-owned-and-operated outlets		To other business concerns in the United States, for resale			Export, direct to buyers in other countries	To users and consumers		Total	To or through manufacturer-owned-and-operated outlets		To other business concerns in the United States, for resale			Export, direct to buyers in other countries	To users and consumers		
			Wholesale branches or offices	Retail stores	Wholesalers and jobbers	Export intermediaries	Retailers (including chains)		Industrial, etc., users ¹	Consumers at retail ²		Wholesale branches or offices	Retail stores	Wholesalers and jobbers	Export intermediaries	Retailers (including chains)		Industrial, etc., users ¹	Consumers at retail ²	
Artists' Materials, Stencils, Pens, and Pencils																				
Artists' materials.....	42	\$4, 374	(3)	\$ 144	\$1, 822	\$32	\$499	\$20	\$1, 857	(4)	100.0	(3)	\$ 3.3	41.7	0.7	11.4	0.5	42.4	(4)	
Carbon paper and inked ribbons.....	58	21, 761	\$10, 241	1, 058	3, 168	133	3, 219	720	8, 155	\$57	100.0	47.1	4.5	14.0	.6	14.8	8.3	14.5	0.2	
Hand stamps, stencils, and brands.....	282	11, 839	(3)	\$ 872	2, 644	-----	1, 418	30	6, 178	697	100.0	(3)	\$ 7.4	22.3	-----	12.0	2.2	52.2	5.9	
Pencils (except mechanical) and crayons.....	40	10, 809	3, 540	(3)	6, 191	-----	3, 873	618	2, 881	-----	100.0	21.1	-----	35.8	-----	21.3	3.7	17.1	-----	
Pens, mechanical pencils, and pen points.....	70	24, 938	4, 155	(3)	6, 403	426	10, 777	1, 771	2, 886	20	100.0	16.0	(3)	21.7	1.7	43.2	7.1	6.6	.1	
Buttons	267	30, 055	4, 044	-----	11, 154	63	783	253	13, 153	-----	100.0	15.5	-----	37.1	.2	2.6	.8	43.8	-----	
Costume Jewelry and Miscellaneous Products																				
Costume jewelry and costume novelties (jewelry other than fine jewelry).....	272	32, 274	1, 051	-----	12, 892	277	13, 730	282	3, 242	191	100.0	5.1	-----	39.9	.9	42.6	.9	10.0	.6	
Feathers, plumes, and artificial flowers.....	314	10, 202	(7)	-----	7 6, 130	-----	8, 102	114	5 4, 693	103	100.0	(7)	-----	7 31.9	-----	42.5	.6	24.5	.5	
Jewelry cases and instrument cases.....	132	16, 571	(7)	-----	7 9, 021	(3)	3, 775	189	5 3, 579	7	100.0	(7)	-----	7 54.4	(3)	22.8	1.1	21.6	.1	
Lamp shades.....	1281	8, 364	-----	-----	2 2, 236	(7)	5, 695	(7)	392	41	100.0	-----	-----	26.7	(7)	68.1	(7)	4.7	-----	

See footnotes at end of table.

TABLE 1.—DISTRIBUTED SALES BY CLASSES OF CUSTOMERS, BY INDUSTRIES, FOR THE UNITED STATES: 1939—Continued

[Values expressed in thousands of dollars]

MISCELLANEOUS INDUSTRIES	DISTRIBUTED SALES										PERCENT DISTRIBUTED SALES									
	Number of establishments reporting	Total distributed sales	To or through manufacturer-owned-and-operated outlets		To other business concerns in the United States, for resale			Export, direct to buyers in other countries	To users and consumers		Total	To or through manufacturer-owned-and-operated outlets		To other business concerns in the United States, for resale			Export, direct to buyers in other countries	To users and consumers		
			Wholesale branches or offices	Retail stores	Wholesalers and jobbers	Export intermediaries	Retailers (including chains)		Industrial, etc., users ¹	Consumers at retail ²		Wholesale branches or offices	Retail stores	Wholesalers and jobbers	Export intermediaries	Retailers (including chains)		Industrial, etc., users ¹	Consumers at retail ²	
Musical Instruments and Parts																				
Organs.....	34	\$3, 193	-----	(10)	(10)	(8)	10 \$1, 506	\$ 128	\$1, 512	\$47	100.0	-----	(10)	(10)	(8)	10 47.2	\$ 4.0	47.3	1.5	
Piano and organ parts and materials.....	23	4, 933	-----		11 \$305	(8)	(11)	\$ 256	4, 282		100.0	-----		11 8.0	(8)	(11)	\$ 5.2	86.8		
Pianos.....	35	20, 581	(8)	\$7, 647	3, 256	\$124	8, 634	140	(12)	12 730	100.0	(8)	\$ 37.2	15.8	0.6	41.9	.7	(12)	13.8	
Musical instruments, parts, and materials not elsewhere classified.....	101	11, 721	-----	900	4, 688	41	4, 782	385	621	304	100.0	-----	7.7	40.0	.3	40.8	3.3	5.3	2.6	
Optical Goods, Professional and Scientific Instruments, and Photographic Apparatus																				
Ophthalmic goods—lenses and fittings.....	91	47, 248	\$15, 772	332	21, 052	94	2, 782	1, 390	\$ 4, 777	140	100.0	33.4	.7	46.5	.2	5.9	2.9	\$ 10.1	.3	
Optical instruments and lenses.....	30	5, 058	(7)	(13)	7 997	45	1, 014	68	\$ 2, 604	40	100.0	(7)	(13)	19.7	.9	20.1	1.1	\$ 67.4	.8	
Photographic apparatus and materials and projection equipment (except lenses).....	100	141, 193	\$ 67, 906	(8)	26, 954	411	6, 707	12, 084	20, 535	596	100.0	\$ 48.1	(8)	19.1	.3	4.7	8.6	18.8	.4	
Professional and scientific instruments (except surgical and dental).....	217	61, 025	\$ 7, 958	(8)	0, 087	385	2, 267	8, 648	35, 596	114	100.0	\$ 13.0	(8)	10.0	.6	3.7	14.2	58.3	.2	
Surgical, Medical, and Dental Instruments, Equipment, and Supplies																				
Dental equipment and supplies.....	131	33, 145	10, 245	-----	11, 338	316	4, 208	2, 372	\$ 4, 060	-----	100.0	30.9	-----	34.2	.9	12.7	7.2	\$ 14.1	-----	
Surgical and medical instruments.....	50	9, 108	-----	(13)	4, 096	92	13 2, 205	440	2, 185	-----	100.0	-----	(13)	45.0	1.0	25.2	4.8	24.0	-----	
Surgical supplies and equipment not elsewhere classified; and orthopedic appliances.....	300	88, 991	7, 393	1, 852	33, 049	502	11, 503	3, 716	25, 076	4, 010	100.0	8.3	2.1	37.8	.7	12.9	4.2	28.8	5.2	
Toys, and Sporting and Athletic Goods																				
Children's vehicles.....	41	17, 747	-----	-----	4, 215	(8)	11, 790	\$ 241	1, 206	289	100.0	-----	-----	23.7	(8)	66.5	\$ 1.4	6.8	1.6	
Dolls (except rubber).....	84	12, 007	-----	-----	4, 644	(8)	5, 758	\$ 22	1, 643	-----	100.0	-----	-----	38.5	(8)	47.7	\$ 2	13.6	-----	
Games and toys (except dolls and children's vehicles).....	340	55, 738	(7)	(13)	7 28, 088	308	13 23, 845	524	\$ 2, 154	729	100.0	(7)	(13)	7 50.4	.7	13 42.8	.9	\$ 3.9	1.3	
Sporting and athletic goods not elsewhere classified.....	350	68, 029	15, 897	734	30, 189	536	12, 837	921	\$ 4, 870	2, 036	100.0	23.4	1.1	44.4	.8	18.9	1.4	\$ 7.1	2.9	
Miscellaneous Industries Not Elsewhere Classified																				
Beauty-shop and barber-shop equipment.....	72	13, 425	\$ 1, 100	(8)	8, 308	(8)	2, 640	\$ 437	\$ 871	(4)	100.0	\$ 8.6	(8)	61.0	(8)	10.7	\$ 3.3	\$ 6.5	(4)	
Brooms.....	320	12, 016	-----	-----	7, 155	14 20	3, 045	(14)	844	42	100.0	-----	-----	59.6	14 2	32.8	(14)	7.0	.4	
Brushes.....	244	52, 047	\$ 8, 480	(8)	10, 004	681	9, 275	763	8, 398	7, 840	100.0	\$ 10.3	(8)	31.9	1.3	17.8	1.5	10.1	15.1	
Fabricated plastic products not elsewhere classified.....	213	63, 969	11, 930	-----	9, 492	72	2, 324	986	30, 165	-----	100.0	18.7	-----	14.8	.1	3.6	1.0	61.2	-----	
Fire extinguishers, chemical.....	28	9, 778	3, 284	-----	1, 382	(8)	889	\$ 720	3, 703	-----	100.0	33.6	-----	14.1	(8)	7.0	\$ 7.4	37.9	-----	
Furs (dressed and dyed).....	66	11, 002	(7)	-----	7 3, 320	-----	178	131	\$ 8, 267	-----	100.0	(7)	-----	27.9	-----	1.5	1.1	\$ 69.5	-----	
Hair work.....	42	1, 364	-----	-----	675	-----	301	-----	284	104	100.0	-----	-----	40.5	-----	22.1	-----	20.8	7.6	
Models and patterns (except paper patterns).....	675	21, 754	(7)	(13)	7 1, 323	(8)	13 309	\$ 87	\$ 19, 915	120	100.0	(7)	(13)	7 6.1	(8)	13 1.4	\$ 4	\$ 91.5	.6	
Needles, pins, hooks and eyes, and slide and snap fasteners.....	58	38, 963	3, 693	-----	9, 438	47	2, 550	476	\$ 22, 813	-----	100.0	9.3	-----	24.2	.1	6.6	1.2	\$ 58.6	-----	
Signs, advertising displays, and advertising novelties.....	1, 314	81, 361	1, 193	2, 545	9, 719	96	3, 043	350	61, 855	1, 960	100.0	1.5	3.1	12.0	.1	4.5	.4	76.0	2.4	
Soda fountains, beer dispensing equipment, and related products.....	51	14, 084	6, 612	-----	13 5, 352	-----	362	(13)	\$ 2, 658	-----	100.0	44.1	-----	13 35.7	-----	2.4	(13)	\$ 17.8	-----	
Tobacco pipes and cigarette holders.....	32	7, 720	-----	-----	\$ 6, 173	-----	1, 547	-----	-----	-----	100.0	-----	-----	\$ 80.0	-----	20.0	-----	-----	-----	
Umbrellas, parasols, and canes.....	90	11, 364	(13)	-----	2, 794	(8)	13 6, 940	\$ 308	1, 281	35	100.0	(13)	-----	24.6	(8)	13 61.1	\$ 2.7	11.3	.3	
Wool pulling.....	17	12, 683	(16)	-----	10 4, 517	(16)	-----	(16)	\$ 8, 166	-----	100.0	(16)	-----	16 35.0	(16)	-----	(16)	\$ 64.4	-----	
Miscellaneous fabricated products not elsewhere classified.....	504	51, 722	1, 244	325	18, 942	111	10, 266	460	13, 825	549	100.0	2.4	.6	36.6	.2	31.5	.9	26.7	1.1	

¹ Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).² Includes farmers, household consumers, and employees at retail.³ Sales to or through own wholesale branches or offices combined with sales to or through own retail stores to avoid disclosure.⁴ Sales to consumers at retail combined with sales to industrial, etc., users to avoid disclosure.⁵ Sales to consumers at retail combined with sales to industrial, etc., users to avoid disclosure.⁶ Interplant transfers included to avoid disclosure.⁷ Sales to or through own retail stores combined with sales to or through own wholesale branches or offices to avoid disclosure.⁸ Sales to or through own wholesale branches or offices combined with sales to wholesalers and jobbers to avoid disclosure.⁹ Sales to or through own retail stores combined with direct export sales to avoid disclosure.¹⁰ Sales to export intermediaries combined with direct export sales to avoid disclosure.¹¹ Sales to export intermediaries and direct export sales combined with sales to wholesalers and jobbers to avoid disclosure.¹² Sales to export intermediaries and direct export sales combined with sales to wholesalers and jobbers to avoid disclosure.¹³ Sales to or through own retail stores and to wholesalers and jobbers combined with sales to retailers to avoid disclosure.¹⁴ Sales to or through own retail stores and to wholesalers and jobbers combined with sales to retailers to avoid disclosure.¹⁵ Sales to or through own retail stores and to wholesalers and jobbers combined with sales to retailers to avoid disclosure.¹⁶ Sales to or through own retail stores and to wholesalers and jobbers combined with sales to retailers to avoid disclosure.¹⁷ Sales to or through own retail stores and to wholesalers and jobbers combined with sales to retailers to avoid disclosure.¹⁸ Sales to or through own retail stores and to wholesalers and jobbers combined with sales to retailers to avoid disclosure.¹⁹ Sales to or through own retail stores and to wholesalers and jobbers combined with sales to retailers to avoid disclosure.²⁰ Sales to or through own retail stores and to wholesalers and jobbers combined with sales to retailers to avoid disclosure.²¹ Direct export sales combined with sales to wholesalers and jobbers to avoid disclosure.²² Direct export sales combined with sales to wholesalers and jobbers to avoid disclosure.

CENSUS OF BUSINESS

TABLE 2.—DISTRIBUTED SALES BY CLASS-OF-CUSTOMER GROUPS, AND INTERPLANT TRANSFERS, BY INDUSTRIES, FOR THE UNITED STATES: 1939

[Values expressed in thousands of dollars]

MISCELLANEOUS INDUSTRIES	DISTRIBUTED SALES												INTERPLANT TRANSFERS			TOTAL DISTRIBUTED SALES AND INTERPLANT TRANSFERS	
	Number of establishments reporting	Total distributed sales	To or through manufacturer-owned-and-operated outlets		To other business concerns in the United States, for resale		Export, direct to buyers in other countries		To industrial, etc., users ¹		To consumers at retail ²		Number of establishments			Number of establishments reporting	Amount
			Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Total reporting	Using exclusively	Amount		
Artists' Materials, Stencils, Pens, and Pencils																	
Artists' materials.....	42	\$4,374	\$144	3.3	\$2,353	53.8	\$20	0.5	\$1,857	42.4	(³)	(³)				42	\$4,374
Carbon paper and inked ribbons.....	58	21,751	11,209	52.0	0,520	30.0	720	3.3	3,155	14.5	\$57	0.2			\$300	58	22,141
Hand stamps, stencils, and brands.....	282	11,839	872	7.4	4,022	34.3	30	.2	4,078	32.2	697	5.9	(⁴)		(⁴)	282	11,839
Pencils (except mechanical) and crayons.....	40	10,800	3,546	21.1	9,764	58.1	618	3.7	2,881	17.1						40	10,800
Pens, mechanical pencils, and pen points.....	70	24,938	4,155	16.6	10,006	60.0	1,771	7.1	2,380	9.6	20	.1				70	24,938
Buttons.....	267	30,056	4,044	15.5	12,000	39.9	253	.8	13,158	43.8			19	19	1,022	267	31,077
Costume Jewelry and Miscellaneous Products																	
Costume jewelry and costume novelties (jewelry other than fine jewelry).....	272	32,274	1,051	5.1	20,908	83.4	282	.9	3,242	10.0	191	.6				272	32,274
Feathers, plumes, and artificial flowers.....	314	10,202	(⁵)	(⁵)	14,292	74.4	114	.6	4,603	24.5	103	.5	(⁵)	(⁵)	(⁴)	314	10,202
Jewelry cases and instrument cases.....	132	16,571	(⁵)	(⁵)	12,796	77.2	180	1.1	3,579	21.6	7	.1	(⁵)		(⁴)	132	16,571
Lamp shades.....	128	8,364			7,031	84.8	(⁵)	(⁵)	392	4.7	41	.5				128	8,364
Musical Instruments and Parts																	
Organs.....	34	3,193	(⁵)	(⁵)	1,500	47.2	128	7.4	1,512	47.3	47	1.5				34	3,193
Piano and organ parts and materials.....	23	4,933			395	8.0	256	7.5	4,282	86.8						23	4,933
Pianos.....	35	20,581	7,647	37.2	12,014	58.3	140	.7	(⁵)	(⁵)	780	3.8				35	20,581
Musical instruments, parts, and materials not elsewhere classified.....	101	11,721	900	7.7	9,511	81.1	385	3.3	621	5.3	304	2.6				101	11,721
Optical Goods, Professional and Scientific Instruments, and Photographic Apparatus																	
Ophthalmic goods—lenses and fittings.....	91	47,248	16,104	34.1	24,828	52.6	1,309	2.9	4,477	10.1	140	.3	(⁵)	(⁵)	(⁴)	91	47,248
Optical instruments and lenses.....	30	5,058	(⁵)	(⁵)	2,050	40.7	58	1.1	2,904	57.4	40	.8	(⁵)	(⁵)	(⁴)	30	5,058
Photographic apparatus and materials and projection equipment (except lenses).....	160	141,193	67,006	48.1	34,072	24.1	12,084	8.6	26,535	18.8	596	.4	6		146	160	141,339
Professional and scientific instruments (except surgical and dental).....	217	61,025	7,058	13.0	8,739	14.3	8,048	14.2	35,500	58.3	114	.2	7	1	146	218	61,171
Surgical, Medical, and Dental Instruments, Equipment, and Supplies																	
Dental equipment and supplies.....	131	33,145	10,245	30.9	15,862	47.8	2,372	7.2	4,066	14.1			(⁵)		(⁴)	131	33,145
Surgical and medical instruments.....	50	9,108	(⁵)	(⁵)	6,483	71.2	440	4.8	2,185	24.0			(⁵)		(⁴)	50	9,108
Surgical supplies and equipment not elsewhere classified; and orthopedic appliances.....	360	88,991	9,245	10.4	45,744	51.4	3,716	4.2	25,070	28.8	4,610	5.2	13		4,800	360	93,800
Toys, and Sporting and Athletic Goods																	
Children's vehicles.....	41	17,747			16,011	90.2	724	7.1	1,200	6.8	289	1.6				41	17,747
Dolls (except rubber).....	84	12,067			10,402	86.2	722	7.2	1,043	13.0						84	12,067
Games and toys (except dolls and children's vehicles).....	340	55,738	(⁵)	(⁵)	52,331	93.9	524	.9	2,154	3.9	720	1.3	(⁵)		(⁴)	340	55,738
Sporting and athletic goods not elsewhere classified.....	350	68,029	16,631	24.5	43,592	64.1	921	1.4	4,879	7.1	2,036	2.9	(⁵)	(⁵)	(⁴)	350	68,029
Miscellaneous Industries Not Elsewhere Classified																	
Beauty-shop and barber-shop equipment.....	72	13,425	1,160	8.6	10,057	81.6	743	7.3	871	6.5	(⁵)	(⁵)				72	13,425
Brooms.....	320	12,016			11,130	92.6	(⁵)	(⁵)	844	7.0	42	.4				320	12,016
Brushes.....	244	52,047	8,480	16.3	26,500	51.0	703	1.5	8,393	16.1	7,846	15.1	5	1	506	245	52,043
Fabricated plastic products not elsewhere classified.....	213	63,000	11,930	18.7	11,888	18.5	986	1.6	30,105	61.2			17	3	8,349	216	72,318
Fire extinguishers, chemical.....	28	9,778	3,284	33.6	2,071	21.1	720	7.4	3,703	37.9						28	9,778
Furs (dressed and dyed).....	66	11,902	(⁵)	(⁵)	3,504	29.4	131	1.1	8,267	69.5			(⁵)		(⁴)	66	11,902
Hair work.....	42	1,364			976	71.6			284	20.8	104	7.6				42	1,364
Models and patterns (except paper patterns).....	675	21,754	(⁵)	(⁵)	1,632	7.5	787	7.4	19,915	91.5	120	.6	(⁵)	(⁵)	(⁴)	675	21,754
Needles, pins, hooks and eyes, and slide and snap fasteners.....	58	38,963	3,633	9.3	12,041	30.9	476	1.2	22,813	58.6			(⁵)		(⁴)	58	38,963
Signs, advertising displays, and advertising novelties.....	1,314	81,361	3,738	4.6	13,458	16.6	350	.4	61,855	76.0	1,960	2.4	11		447	1,314	81,808
Soda fountains, beer dispensing equipment, and related products.....	51	14,984	0,012	44.1	5,714	38.1	(⁵)	(⁵)	2,658	17.8			(⁵)		(⁴)	51	14,984
Tobacco pipes and cigarette holders.....	32	7,720			107,720	100.0							(⁵)		(⁴)	32	7,720
Umbrellas, parasols, and canes.....	90	11,364	(⁵)	(⁵)	9,740	85.7	7308	7.2	1,281	11.3	35	.3	(⁵)		(⁴)	90	11,364
Wool pulling.....	17	12,683	(⁵)	(⁵)	4,517	35.6	(⁵)	(⁵)	8,166	64.4			(⁵)		(⁴)	17	12,683
Miscellaneous fabricated products not elsewhere classified.....	564	51,722	1,500	3.0	35,319	68.3	460	.9	13,825	26.7	549	1.1	3	1	500	565	52,321

¹ Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).² Includes farmers, household consumers, and employees at retail. ³ Sales to consumers at retail combined with sales to industrial, etc., users to avoid disclosure.⁴ Interplant transfers combined with sales to industrial, etc., users to avoid disclosure. ⁵ Omitted to avoid disclosure.⁶ Sales to or through manufacturer-owned-and-operated outlets combined with sales to "Other business concerns in the United States" to avoid disclosure.⁷ Includes export intermediaries. ⁸ Direct export sales combined with sales to "Other business concerns in the United States" to avoid disclosure.⁹ Sales to industrial, etc., users combined with sales to consumers at retail to avoid disclosure.¹⁰ Interplant transfers combined with sales to "Other business concerns in the United States" to avoid disclosure.¹¹ Sales to or through manufacturer-owned-and-operated outlets and direct export sales combined with sales to "Other business concerns in the United States" to avoid disclosure.

DISTRIBUTION OF MANUFACTURERS' SALES: 1939

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TABLE 3.—DISTRIBUTED SALES BY INDUSTRIES AND BY CLASSES OF CUSTOMERS, FOR THE UNITED STATES: 1939, 1935, AND 1929

[For comparative purposes, direct export sales omitted. Values expressed in thousands of dollars]

MISCELLANEOUS INDUSTRIES	TOTAL DISTRIBUTED SALES (EXCLUDING DIRECT EXPORT)		SALES TO OR THROUGH MANUFACTURER-OWNED-AND-OPERATED OUTLETS				SALES TO OTHER BUSINESS CONCERNS IN THE UNITED STATES, FOR RESALE				SALES TO USERS AND CONSUMERS			
			Wholesale branches or offices		Retail stores		Wholesalers and jobbers ¹		Retailers (including chains)		Industrial, etc., users ²		Consumers at retail ³	
	Number of establishments reporting	Amount	Amount	Per cent of total	Amount	Per cent of total	Amount	Per cent of total	Amount	Per cent of total	Amount	Per cent of total	Amount	Per cent of total
Artists' Materials, Stencils, Pens, and Pencils														
Artists' materials:														
1939	42	\$4,354	(¹)	(¹)	\$144	3.3	\$1,854	42.6	\$499	11.5	\$1,857	42.6	(¹)	(¹)
1935	45	2,703			30	1.1	461	16.7	301	10.9	1,935	70.0	\$36	1.3
Carbon paper and inked ribbons:														
1939	58	21,031	\$10,241	48.7	1,058	5.0	3,301	15.7	3,219	15.3	3,155	15.0	(¹)	.3
1935	55	13,178	8,085	23.4	2,821	21.4	2,373	18.0	2,672	20.3	2,227	16.9	(¹)	(¹)
1929	57	17,295	1,284	7.4	5,192	30.0	4,785	27.7	2,570	14.9	3,404	20.0		
Hand stamps, stencils, and brands:														
1939	282	11,809	(¹)	(¹)	872	7.4	2,644	22.4	1,418	12.0	6,178	52.3	697	5.9
1935	269	10,389	524	5.0	168	1.5	2,096	20.2	1,779	17.1	5,349	51.6	483	4.6
1929	328	14,488	183	1.3			3,201	22.1	3,420	23.6	7,694	53.0		
Pencils (except mechanical) and crayons; and pens, mechanical pencils, and pen points:														
1939	110	39,358	7,701	19.6			12,020	30.5	14,350	36.5	5,267	13.4	20	(¹)
Pencils (except mechanical) and crayons:														
1939	40	16,191	3,546	21.9			6,191	38.2	3,573	22.1	2,881	17.8		
Pens, mechanical pencils, and pen points:														
1935	70	23,167	\$4,155	\$17.0	(¹)	(¹)	5,829	25.2	10,777	46.5	2,386	10.3	20	.1
1936	95	34,430	424	1.2	(¹)	(¹)	16,254	47.2	\$14,597	\$42.4	3,125	9.1	30	.1
Buttons														
Buttons:														
1939	267	29,802	4,644	15.6			11,217	37.6	783	2.6	13,158	44.2		
1935	260	27,449	2,733	10.0			12,688	45.8	1,202	4.4	10,928	39.8		
1929	206	27,633	2,321	8.4			7,547	27.3	617	2.2	17,148	62.1		
Costume Jewelry and Miscellaneous Products														
Costume jewelry and costume novelties (jewelry other than fine jewelry); lamp shades; and miscellaneous fabricated products not elsewhere classified:														
1939	904	91,618	2,805	3.2	325	.4	34,458	37.6	35,700	38.9	17,450	19.0	781	.9
Costume jewelry and costume novelties (jewelry other than fine jewelry):														
1939	272	31,992	1,651	5.2			13,169	41.2	13,739	42.9	3,242	10.1	191	.6
Lamp shades:														
1939	128	8,304					10,236	102.7	5,605	68.1	3,202	4.7	41	.5
Miscellaneous fabricated products not elsewhere classified:														
1939	504	51,262	1,244	2.4	325	.6	10,053	37.2	16,266	31.7	13,825	27.0	549	1.1
1935	072	51,027	(¹)	(¹)	(¹)	(¹)	117,154	113.6	24,035	47.1	9,483	18.6	355	.7
1929	901	93,492	1,056	1.8			34,803	37.2	38,627	41.3	18,400	19.7		
Feathers, plumes, and artificial flowers:														
1939	314	10,088	(¹)	(¹)			11,130	113.2	8,162	42.8	4,603	24.6	103	.5
1935	269	11,397	45	.4	(¹)	(¹)	3,322	29.2	5,224	45.8	2,795	24.5	11	.1
1929	222	15,480	103	.7			5,700	36.8	5,910	38.2	3,767	24.3		
Jewelry cases and instrument cases:														
1939	132	16,382	(¹)	(¹)			11,021	115.1	3,775	23.1	3,579	21.8	7	(¹)
1935	73	6,700	(¹)	(¹)			11,421	116.9	1,046	15.6	1,443	21.5		
Musical Instruments and Parts														
Organs:														
1939	34	3,065			(¹)	(¹)	(¹)	(¹)	11,506	1249.2	1,512	49.3	47	1.5
1935	31	3,078			(¹)	(¹)	29	.9	91,440	946.8	1,321	42.9	288	9.4
Piano and organ parts and materials:														
1939	23	4,677					13,995	138.4	(¹)	(¹)	4,282	91.6	(¹)	(¹)
1935	32	3,133					909	10.4	14,218	147.0	2,306	73.6	(¹)	(¹)
Pianos:														
1939	35	20,441	(¹)	(¹)	7,647	37.4	3,380	16.5	8,634	42.3	(¹)	(¹)	1780	13.8
1935	34	8,995	(¹)	(¹)	1,082	12.1	11,202	124.5	5,106	57.8	118	1.3	387	4.3
1929	81	42,255	2,360	5.6	8,832	21.0	4,395	10.4	23,095	54.6	3,533	8.4	(¹)	(¹)
Musical instruments, parts, and materials not elsewhere classified:														
1939	101	11,336			900	7.9	4,729	41.7	4,782	42.2	621	5.5	301	2.7
1935	92	8,604					3,824	44.4	3,934	45.8	328	3.8	518	6.0
1929	106	14,042			1,116	7.9	5,633	40.1	4,521	32.2	675	4.1	2,197	15.7
Optical Goods; Professional, Scientific, and Surgical and Medical Instruments														
Ophthalmic goods—lenses and fittings; and optical instruments and lenses:														
1939	121	50,849	15,772	31.0	332	.7	23,088	45.4	3,796	7.5	7,681	15.1	180	.3
Ophthalmic goods—lenses and fittings:														
1939	91	45,849	15,772	34.4	332	.7	22,046	48.1	2,782	6.1	6,777	14.9	140	.3
Optical instruments and lenses:														
1939	30	5,000	(¹)	(¹)	(¹)	(¹)	11,042	1120.8	11,014	1120.3	2,904	28.1	40	.8
1935	98	33,733	10,543	31.3	(¹)	(¹)	14,007	41.5	3,910	11.6	5,103	15.1	1170	11.5
1929	117	40,301	(¹)	(¹)			11,663	116.3	4,378	10.9	8,881	22.0	332	.8
Professional and scientific instruments (except surgical and dental); and surgical and medical instruments:														
1939	266	61,045	7,958	13.0			10,660	17.5	4,562	7.5	37,751	61.8	114	.2
Professional and scientific instruments (except surgical and dental):														
1939	216	52,377	\$7,058	\$15.2	(¹)	(¹)	6,472	12.4	2,207	4.3	35,566	67.9	114	.2
Surgical and medical instruments:														
1939	60	8,668			(¹)	(¹)	4,188	48.3	\$2,295	\$28.5	2,185	25.2		
1935	269	67,685	9,727	14.4	238	.4	11,993	17.7	4,178	6.2	41,013	60.5	536	.8

See footnotes at end of table.

CENSUS OF BUSINESS

TABLE 3.—DISTRIBUTED SALES BY INDUSTRIES AND BY CLASSES OF CUSTOMERS, FOR THE UNITED STATES: 1939, 1935, AND 1929—Continued

[For comparative purposes, direct export sales omitted. Values expressed in thousands of dollars]

MISCELLANEOUS INDUSTRIES	TOTAL DISTRIBUTED SALES (EXCLUDING DIRECT EXPORT)		SALES TO OR THROUGH MANUFACTURER-OWNED-AND-OPERATED OUTLETS				SALES TO OTHER BUSINESS CONCERNS IN THE UNITED STATES, FOR RESALE				SALES TO USERS AND CONSUMERS			
			Wholesale branches or offices		Retail stores		Wholesalers and jobbers ¹		Retailers (including chains)		Industrial, etc., users ²		Consumers at retail ³	
	Number of establishments reporting	Amount	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total
Surgical, Medical, and Dental Equipment and Supplies														
Dental equipment and supplies:														
1939.....	131	\$30,773	\$10,245	33.3	-----	-----	\$11,654	37.9	\$4,208	13.7	\$4,606	15.1	-----	-----
1935.....	87	26,485	12,900	48.0	-----	-----	6,439	24.3	4,050	17.6	2,436	9.2	-----	-----
Surgical supplies and equipment not elsewhere classified; and orthopedic appliances:														
1939.....	360	85,275	7,303	8.7	\$1,852	2.2	34,241	40.1	11,503	13.5	25,676	30.1	\$4,610	5.4
1935.....	301	64,150	3,400	5.5	878	1.4	27,170	42.3	13,639	21.1	14,076	21.0	4,089	7.8
1929.....	301	71,432	1,111	1.5	-----	-----	21,075	30.8	22,440	31.4	20,063	28.1	5,834	8.2
Toys, and Sporting and Athletic Goods														
Children's vehicles:														
1939.....	41	17,506	-----	-----	-----	-----	4,215	24.1	11,796	67.4	1,200	6.9	280	1.6
1935.....	53	16,536	-----	-----	-----	-----	4,604	29.0	9,740	62.7	760	4.0	432	2.8
Dolls (except rubber); and games and toys (except dolls and children's vehicles):														
1939.....	424	67,250	-----	-----	-----	-----	33,130	40.2	20,603	44.0	3,707	5.7	720	1.1
Dolls (except rubber).....	84	12,045	-----	-----	-----	-----	4,644	38.6	5,758	47.8	1,043	13.6	-----	-----
Games and toys (except dolls and children's vehicles).....	340	55,214	(11)	(11)	(9)	(9)	28,486	51.6	23,845	43.2	2,154	3.9	720	1.3
1935.....	375	54,121	3,603	6.7	-----	-----	19,267	35.0	25,967	47.9	4,773	8.8	521	1.0
Sporting and athletic goods not elsewhere classified:														
1939.....	350	67,108	15,897	23.7	734	1.1	30,725	45.8	12,837	19.1	4,879	7.3	2,036	3.0
1935.....	208	35,752	9,442	27.0	54	.2	13,771	38.5	10,235	28.6	1,732	4.8	318	.9
1929.....	282	68,120	23,517	34.5	-----	-----	26,725	39.2	13,011	19.1	4,241	6.2	626	1.0
Miscellaneous Industries Not Elsewhere Classified														
Beauty-shop and barber-shop equipment:														
1939.....	72	12,088	\$1,160	9.6	(8)	(8)	8,308	64.0	2,640	20.4	\$871	7.7	(5)	(5)
1935.....	82	13,208	(11)	(11)	45	.3	10,381	70.5	3,094	23.3	778	5.0	-----	-----
Brooms:														
1939.....	320	12,010	-----	-----	-----	-----	17,185	69.8	3,045	32.8	844	7.0	42	.4
1935.....	341	14,928	(11)	(11)	(9)	(9)	11,865	68.1	4,737	31.7	946	6.3	580	3.9
1929.....	407	10,106	107	.9	-----	-----	11,344	59.2	6,065	31.6	1,500	8.3	(5)	(5)
Brushes:														
1939.....	244	51,284	\$8,480	16.5	(8)	(8)	17,285	33.7	0,275	18.1	8,308	16.4	7,840	15.3
1935.....	245	41,635	3,908	9.4	(9)	(9)	15,045	36.3	8,558	20.6	8,078	19.4	5,940	14.3
1929.....	303	46,606	4,910	10.8	-----	-----	22,404	40.2	8,498	18.7	8,850	19.4	844	1.0
Fire extinguishers, chemical:														
1939.....	28	0,058	3,284	30.2	-----	-----	1,382	15.3	689	7.6	3,703	40.9	-----	-----
1935.....	22	6,028	(11)	(11)	-----	-----	2,172	36.0	81	1.3	3,775	62.7	(5)	(5)
1929.....	28	8,566	-----	-----	-----	-----	4,106	40.0	-----	-----	4,370	51.0	-----	-----
Furs (dressed and dyed):														
1939.....	66	11,771	(11)	(11)	-----	-----	3,326	28.3	178	1.5	8,207	70.2	-----	-----
1935.....	53	9,452	(11)	(11)	-----	-----	4,703	50.4	544	5.8	4,145	43.8	-----	-----
Hair work:														
1939.....	42	1,304	-----	-----	-----	-----	675	40.5	301	22.1	284	20.8	104	7.6
1935.....	41	5,057	-----	-----	-----	-----	1,443	28.5	2,303	45.6	1,018	20.1	293	5.8
Models and patterns (except paper patterns):														
1939.....	675	21,667	(11)	(11)	(9)	(9)	1,323	6.1	9,300	43.4	10,915	50.1	120	.6
1935.....	584	15,080	-----	-----	-----	-----	813	5.4	53	.4	14,223	94.2	-----	-----
1929.....	665	28,157	-----	-----	-----	-----	14,550	51.5	(14)	(14)	26,607	94.6	-----	-----
Needles, pins, hooks and eyes, and slide and snap fasteners:														
1939.....	58	38,487	3,633	9.4	-----	-----	0,485	24.6	2,556	6.7	22,813	59.3	-----	-----
1935.....	48	31,640	(11)	(11)	-----	-----	6,134	19.4	940	3.0	24,509	77.0	-----	-----
Signs, advertising displays, and advertising novelties:														
1939.....	1,314	81,011	1,193	1.5	2,545	3.1	9,815	12.1	3,643	4.5	61,855	76.4	1,900	2.4
1935.....	1,078	67,109	268	.4	-----	-----	7,409	11.2	3,828	5.7	55,469	82.5	146	.2
Soda fountains, beer dispensing equipment, and related products:														
1939.....	51	14,084	0,612	4.4	-----	-----	5,352	35.7	362	2.4	2,668	17.8	-----	-----
1935.....	47	7,166	(11)	(11)	-----	-----	3,675	49.9	333	4.6	3,258	45.5	-----	-----
Tobacco pipes and cigarette holders:														
1939.....	32	7,720	-----	-----	-----	-----	6,173	80.0	1,547	20.0	-----	-----	-----	-----
1935.....	20	6,156	-----	-----	-----	-----	4,189	68.0	1,967	32.0	-----	-----	-----	-----
1929.....	24	5,550	-----	-----	-----	-----	4,618	83.2	932	16.8	-----	-----	-----	-----
Umbrellas, parasols, and canes:														
1939.....	90	11,056	-----	-----	(9)	(9)	2,794	25.3	6,046	62.8	1,281	11.6	35	.8
1935.....	83	10,200	-----	-----	-----	-----	2,807	27.5	6,187	60.5	991	9.8	466	4.6
1929.....	123	17,049	(11)	(11)	58	.6	3,847	22.6	10,810	63.4	2,287	13.4	105	.6

¹ Export intermediaries included (except where combined with direct export sales as indicated on table 1) for comparative purposes.² Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).³ Includes farmers, household consumers, and employees at retail.⁴ Sales to or through own wholesale branches or offices combined with sales to or through own retail stores to avoid disclosure.⁵ Sales to consumers at retail combined with sales to industrial, etc., users to avoid disclosure.⁶ Interplant transfers included to avoid disclosure.⁷ Less than one-tenth of 1 percent.⁸ Sales to or through own retail stores combined with sales to or through own wholesale branches or offices to avoid disclosure.⁹ Sales to or through own retail stores combined with sales to retailers to avoid disclosure.¹⁰ Direct export sales included to avoid disclosure.¹¹ Sales to or through own wholesale branches or offices combined with sales to wholesalers and jobbers to avoid disclosure.¹² Sales to or through own retail stores and to wholesalers and jobbers combined with sales to retailers to avoid disclosure.¹³ Sales to retailers combined with sales to wholesalers and jobbers to avoid disclosure.¹⁴ Sales to consumers at retail combined with sales to retailers to avoid disclosure.¹⁵ Sales to industrial, etc., users combined with sales to consumers at retail to avoid disclosure.¹⁶ Sales to or through own retail stores combined with sales to consumers at retail to avoid disclosure.

TABLE 4.—NUMBER OF ESTABLISHMENTS, BY INDUSTRIES AND BY CLASSES OF CUSTOMERS, FOR THE UNITED STATES: 1939

MISCELLANEOUS INDUSTRIES	Number of establishments reporting distributed sales and transfers	ESTABLISHMENTS REPORTING DISTRIBUTED SALES															
		ESTABLISHMENTS REPORTING INTERPLANT TRANSFERS ¹		To or through manufacturer-owned-and-operated outlets				To other business concerns in the United States, for resale						Export, direct to buyers in other countries		To users and consumers	
		Number	Using exclusively	Wholesale branches or offices		Retail stores		Wholesalers and jobbers		Export intermediaries		Retailers (including chains)		Number	Selling exclusively	Industrial, etc., users ²	Consumers at retail ³
				Number	Selling exclusively	Number	Selling exclusively	Number	Selling exclusively	Number	Selling exclusively	Number	Selling exclusively				
Artists' Materials, Stencils, Pens, and Pencils				Total ⁴													
Artists' materials.....	42			42	(5)	3		25	10	5		20	8	5		16	3
Carbon paper and inked ribbons.....	58	4		58	13	1	4	35	9	5		21	5	16		32	7
Hand stamps, stencils, and brands.....	282	(7)		282	(5)	21	9	88	20			93	5	6		293	93
Pencils (except mechanical) and crayons.....	40			40	3	1		20	14			12	2	8		17	6
Pens, mechanical pencils, and pen points.....	70			70	6	1	(8)	46	11	8		35	5	18		31	6
Buttons																	
Buttons.....	286	19	19	267	15	8		140	98	7	1	23	7	14		144	100
Costume Jewelry and Miscellaneous Products																	
Costume jewelry and costume novelties (jewelry other than fine jewelry).....	272			272	3	1		157	104	10		80	40	21		79	59
Feathers, plumes, and artificial flowers.....	314	(7)	(7)	314	(9)			163	112			90	48	9		124	102
Jewelry cases and instrument cases.....	132	(7)		132	(9)			77	44	(10)		42	15	10	10	50	32
Lamp shades.....	128			128				40	24	(11)		95	63	(11)		15	6
Musical Instruments and Parts																	
Organs.....	34			34			(12)	(12)	(12)	(10)		12	9	12	8	27	19
Piano and organ parts and materials.....	23			23				13	10	(13)		13	1	(13)	4	18	13
Pianos.....	35			35	(5)	(5)	11	11	1	3	1	20	8	9		(14)	11
Musical instruments, parts, and materials not elsewhere classified.....	101			101			6	70	39	7		34	7	18		25	12
Optical Goods, Professional and Scientific Instruments, and Photographic Apparatus																	
Ophthalmic goods—lenses and fittings.....	91	(7)	(7)	91	11	2	3	71	31	11		36	8	21		16	14
Optical instruments and lenses.....	30	(7)	(7)	30	(9)		(15)	15	6	3		11	1	6		19	17
Photographic apparatus and materials and projection equipment (except lenses).....	160	6		160	28	14	(8)	82	22	19		50	4	36		85	80
Professional and scientific instruments (except surgical and dental).....	218	7	1	217	11	6	(8)	104	32	18		40	6	51	1	159	65
Surgical, Medical, and Dental Instruments, Equipment, and Supplies																	
Dental equipment and supplies.....	131	(7)		131	13	1		78	33	9		30	5	40		57	31
Surgical and medical instruments.....	50			50			(15)	27	13	5		19	14	13		23	10
Surgical supplies and equipment not elsewhere classified; and orthopedic appliances.....	360	13		360	10	3	35	113	37	12		97	27	41		100	38

See footnotes at end of table.

TABLE 4.—NUMBER OF ESTABLISHMENTS, BY INDUSTRIES AND BY CLASSES OF CUSTOMERS, FOR THE UNITED STATES: 1939—Continued

MISCELLANEOUS INDUSTRIES	Number of establishments reporting distributed sales and transfers	ESTABLISHMENTS REPORTING DISTRIBUTED SALES															
		ESTABLISHMENTS REPORTING INTERPLANT TRANSFERS ¹		To or through manufacturer-owned-and-operated outlets				To other business concerns in the United States, for resale				Export, direct to buyers in other countries		To users and consumers			
		Number	Using exclusively	Total ²	Wholesale branches or offices		Retail stores	Wholesalers and jobbers	Export intermediaries		Retailers (including chains)	Number	Selling exclusively	Number	Selling exclusively	Number	Selling exclusively
					Number	Selling exclusively			Number	Selling exclusively							
Toys, and Sporting and Athletic Goods																	
Children's vehicles.....	41			41				25	3	(10)		35	9	10 8		10	3
Dolls (except rubber).....	84			84				38	27	(10)		38	22	10 5		21	15
Games and toys (except dolls and children's vehicles).....	340	(7)		340	(9)	(9)	(15)	228	79	20	1	215	71	43		7 48	17
Sporting and athletic goods not elsewhere classified.....	350	(7)	(7)	350	15	5	11	241	94	10	1	161	41	51		7 70	7 18
Miscellaneous Industries Not Elsewhere Classified																	
Beauty-shop and barber-shop equipment.....	72			72	9	5	(5)	53	29	(10)		33	7	10 16		8 12	6 7
Brooms.....	320			320				244	98	10 5		201	57	(15)		108	6
Brushes.....	245	5	1	244	10	6	(5)	152	44	13	1	87	18	23		131	40
Fabricated plastic products not elsewhere classified.....	216	17	3	213	10	5		96	45	10		34		24		143	87
Fire extinguishers, chemical.....	28			28	3			22	10	(10)		9		10 7		12	3
Furs (dressed and dyed).....	60	(7)		60	(9)	(9)		26	17			5	2	7		7 46	31
Hair work.....	42			42				18	16			16	10			4	2
Models and patterns (except paper patterns).....	675	(7)	(7)	675	(9)	(9)	(15)	52	28	(10)		18 16	18 5	10 12		7 619	7 501
Needles, pins, hooks and eyes, and slide and snap fasteners.....	58	(7)		58	5			35	7	6		18		21		7 46	15
Signs, advertising displays, and advertising novelties.....	1,814	11		1,814	10	9	51	210	80	8	1	126	38	17		1,000	878
Soda fountains, beer dispensing equipment, and related products.....	51	(7)		51	5	3		17 28	9			13	3	(17)		7 32	15
Tobacco pipes and cigarette holders.....	32	(18)		32				18 24	9			23	8				
Umbrellas, parasols, and canes.....	90			90			(15)	34	17	(15)		18 62	41	10 15		11	5
Wool pulling.....	17	(7)		17	(19)	(10)		19 9	3	(19)				(19)		7 14	7
Miscellaneous fabricated products not elsewhere classified.....	565	3	1	564	10	6	7	283	133	14		225	91	52		220	132

¹ See definition for "Interplant transfers," p. 3.² Establishments reporting distributed sales are obtained by subtracting "Establishments reporting interplant transfers—using exclusively" from "Establishments reporting distributed sales and transfers."³ Also includes commercial, professional, and institutional users (manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.).⁴ Includes farmers, household consumers, and employees at retail.⁵ Establishments reporting sales to or through own wholesale branches or offices combined with own retail stores to avoid disclosure.⁶ Establishments reporting sales to consumers at retail combined with industrial, etc., users to avoid disclosure.⁷ Establishments reporting interplant transfers combined with industrial, etc., users to avoid disclosure.⁸ Establishments reporting sales to or through own retail stores combined with own wholesale branches or offices to avoid disclosure.⁹ Establishments reporting sales to or through own wholesale branches or offices combined with wholesalers and jobbers to avoid disclosure.¹⁰ Establishments reporting sales to export intermediaries combined with direct export to avoid disclosure.¹¹ Establishments reporting sales to export intermediaries and direct export sales combined with wholesalers and jobbers to avoid disclosure.¹² Establishments reporting sales to or through own retail stores and to wholesalers and jobbers combined with retailers to avoid disclosure.¹³ Establishments reporting sales to retailers combined with wholesalers and jobbers to avoid disclosure.¹⁴ Establishments reporting sales to industrial, etc., users combined with consumers at retail to avoid disclosure.¹⁵ Establishments reporting sales to or through own retail stores combined with retailers to avoid disclosure.¹⁶ Establishments reporting direct export sales combined with export intermediaries to avoid disclosure.¹⁷ Establishments reporting direct export sales combined with wholesalers and jobbers to avoid disclosure.¹⁸ Establishments reporting interplant transfers combined with wholesalers and jobbers to avoid disclosure.¹⁹ Establishments reporting sales to or through own wholesale branches or offices, to export intermediaries, and direct export sales combined with wholesalers and jobbers to avoid disclosure.

TABLE 5.—RECONCILIATION OF MANUFACTURES VALUE OF PRODUCTS WITH TOTAL DISTRIBUTED SALES, AND NUMBER OF ESTABLISHMENTS REPORTING SALES WITH NUMBER OF ESTABLISHMENTS IN INDUSTRY (MANUFACTURES): 1939

[Values expressed in thousands of dollars]

MISCELLANEOUS INDUSTRIES	Value of products ¹	INVENTORY ¹ (FINISHED PRODUCTS)		Purchased merchandise sold without processing ¹ (+)	Receipts for contract and repair work ¹ (-)	Value of products not distributed ¹ (-)	Interplant transfers ¹ (-)	Value of products adjusted for distribution ² (A+B+D) minus (C+E+F+G)	Total distributed sales reported	Total number of establishments ¹	NUMBER OF ESTABLISHMENTS REPORTING			
		Beginning of year 1939 (+)	End of year 1939 (-)								Exclusive contract work	No distribution of sales	Exclusive interplant transfers	Distribution of sales
A	B	C	D	E	F	G								
Artists' Materials, Stencils, Pens, and Pencils														
Artists' materials.....	\$4,070	\$617 ¹	\$664	\$452				\$4,475 ¹	\$4,374 ¹	42				42
Carbon paper and inked ribbons.....	20,777	1,586 ¹	1,672	1,230	\$63			21,474	21,761	58				58
Hand stamps, stencils, and brands.....	10,812	459	498 ¹	1,279		\$90	(3)	11,062	11,839	289		7		282
Pencils (except mechanical) and crayons.....	15,800	3,126	2,624 ¹	508				16,870	16,809	40				40
Pens, mechanical pencils, and pen points.....	24,881 ¹	3,576	3,280	328	480			25,019	24,938	70				70
Buttons														
Buttons.....	29,817	3,258	3,304	1,824	943		1,022	29,630	30,055	316	30		19	267
Costume Jewelry and Miscellaneous Products														
Costume jewelry and costume novelties (jewelry other than fine jewelry).....	33,922	1,324	1,326	74		1,560		32,434	32,274	289	8	9	(3)	272
Feathers, plumes, and artificial flowers.....	18,504	919	890	702			(3)	19,295	19,202	314				314
Jewelry cases and instrument cases.....	16,370	682	679	47			(3)	16,720	16,571	132				132
Lamp shades.....	8,376	255	271	13				8,373	8,304	128				128
Musical Instruments and Parts														
Organs.....	3,421	274	282	5	188			3,230	3,193	34				34
Piano and organ parts and materials.....	4,772	160	184	225	40			4,933	4,933	23				23
Pianos.....	20,493	848	764	20	105			20,492	20,581	35				35
Musical instruments, parts, and materials not elsewhere classified.....	11,552	746	819	488	415			11,552	11,721	101				101
Optical Goods, Professional and Scientific Instruments, and Photographic Apparatus														
Ophthalmic goods—lenses and fittings.....	44,955	6,344	6,515	3,234	217		(3)	47,801	47,248	91			(3)	91
Optical instruments and lenses.....	4,746	565	559	441			(3)	5,193	5,058	30			(3)	30
Photographic apparatus and materials and projection equipment (except lenses).....	133,809	6,164	6,063	8,103	301		146	141,566	141,193	160				160
Professional and scientific instruments (except surgical and dental).....	61,017	5,952	5,868	1,157	1,209		143	60,813	61,025	218			1	217
Surgical, Medical, and Dental Instruments, Equipment, and Supplies														
Dental equipment and supplies.....	31,547	4,692	4,303	1,453	179		(3)	33,120	33,146	131				131
Surgical and medical instruments.....	8,052	1,062	1,028	1,100				9,180	9,108	50				50
Surgical supplies and equipment not elsewhere classified; and orthopedic appliances.....	70,398	5,201	6,211	13,223	224		4,800	86,518	88,991	360				360
Toys, and Sporting and Athletic Goods														
Children's vehicles.....	19,117	490	703	278	70	1,399		17,704	17,747	44		3		41
Dolls (except rubber).....	12,132	259	283	12	38			12,082	12,067	84				84
Games and toys (except dolls and children's vehicles).....	55,401	3,233	3,481	970	8	430	(3)	55,685	55,738	343		3		340
Sporting and athletic goods not elsewhere classified.....	64,754	4,990	5,572	3,480	312		(3)	67,340	68,020	350			(3)	350
Miscellaneous Industries Not Elsewhere Classified														
Beauty-shop and barber-shop equipment.....	13,006	723	803	621	71			13,476	13,425	72				72
Brooms.....	11,842	881	872	185				12,036	12,016	320				320
Brushes.....	48,467	5,212	5,109	4,980	127		596	52,836	52,047	245			1	244
Fabricated plastic products not elsewhere classified.....	71,004	3,859	3,858	769	181		8,349	64,144	63,009	216			3	213
Fire extinguishers, chemical.....	9,228	1,027	1,759	614				9,710	9,778	28				28
Furs (dressed and dyed).....	22,395	293	264	825	10,951		(3)	12,298	11,902	145	70			66
Hair work.....	1,401	130	133	59				1,464	1,364	42				42
Models and patterns (except paper patterns).....	22,329	291	334	73		470	(3)	21,889	21,754	683		8	(3)	675
Needles, pins, hooks and eyes, and slide and snap fasteners.....	38,155	4,995	5,102	309			(3)	38,297	38,993	58				58
Signs, advertising displays, and advertising novelties.....	87,625	2,127	2,385	1,400	3,114	2,619	447	82,647	81,361	1,586	20	52		1,314
Soda fountains, beer dispensing equipment, and related products.....	13,660	693	703	1,240			(3)	14,830	14,984	51				51
Tobacco pipes and cigarette holders.....	7,598	731	711	163	55		(3)	7,636	7,720	32				32
Umbrellas, parasols, and canes.....	11,520	705	762	4	118			11,363	11,364	90				90
Wool pulling.....	13,122	1,700	1,725	18			(3)	13,101	12,883	17				17
Miscellaneous fabricated products not elsewhere classified.....	51,849	2,567	2,673	1,655		555	599	52,244	51,722	582	9	8	1	564

¹ From Census of Manufactures.
² Omitted to avoid disclosure.

³ See explanation under "Correlation with Census of Manufactures," p. 2.
⁴ Interplant transfers included to avoid disclosure.

TABLE 6.—DISTRIBUTED SALES NEGOTIATED THROUGH AGENTS, BROKERS, AND COMMISSION HOUSES, AND NUMBER OF ESTABLISHMENTS REPORTING, BY INDUSTRIES, FOR THE UNITED STATES: 1939 AND 1935

[Values expressed in thousands of dollars]

MISCELLANEOUS INDUSTRIES	DISTRIBUTED SALES									
	1939					1935				
	Total	Through agents, brokers, and commission houses (excluding manufacturers' own sales force)				Total	Through agents, brokers, and commission houses (excluding manufacturers' own sales force)			
		Amount	Per cent of total	Number of establishments			Amount	Per cent of total	Number of establishments	
				Total re- porting	Selling exclu- sively				Total re- porting	Selling exclu- sively
Artists' Materials, Stencils, Pens, and Pencils										
Artists' materials.....	\$4,354	\$527	12.1	4	2	\$2,793	(1)	(1)	(1)	(1)
Carbon paper and inked ribbons.....	21,031	137	.7	7		13,178	\$129	1.0	7	
Hand stamps, stencils, and brands.....	11,800	(1)	(1)	(1)	(1)	10,389	206	2.0	27	
Pencils (except mechanical) and crayons.....	16,191	1,000	6.6	7						
Pens, mechanical pencils, and pen points.....	23,167	2,352	10.2	16	1	34,430	2,820	8.2	16	
Buttons										
Buttons.....	20,802	2,107	7.1	19	4	27,449	2,475	9.0	23	3
Costume Jewelry and Miscellaneous Products										
Costume jewelry and costume novelties (jewelry other than fine jewelry).....	31,992	2,151	6.7	23	3					
Lamp shades.....	28,364	345	4.1	8	2	51,027	3,491	6.8	93	13
Miscellaneous fabricated products not elsewhere classified.....	51,262	2,703	5.3	38	9					
Feathers, plumes, and artificial flowers.....	19,088	811	4.2	10	1	11,397	855	7.5	25	3
Jewelry cases and instrument cases.....	16,382	353	2.2	4		6,700	(1)	(1)	(1)	(1)
Musical Instruments and Parts										
Organs.....	3,065	138	4.5	3		3,078	171	5.6	6	
Piano and organ parts and materials.....	4,677					3,133	(1)	(1)	(1)	(1)
Pianos.....	20,441					8,995				
Musical instruments, parts, and materials not elsewhere classified.....	11,336	357	3.1	8		8,604	417	4.8	12	2
Optical Goods, Professional and Scientific Instruments, and Photographic Apparatus										
Ophthalmic goods—lenses and fittings.....	45,849	1,124	2.5	7						
Optical instruments and lenses.....	5,000	112	2.2	4		33,733	605	2.0	11	
Photographic apparatus and materials and projection equipment (except lenses).....	120,100	4,230	3.3	17	2	(3)	(3)	(3)	(3)	(3)
Professional and scientific instruments (except surgical and dental).....	52,377	1,346	2.6	24	1	67,685	2,141	3.2	47	3
Surgical and medical instruments.....	8,668	393	4.6	4						
Surgical, Medical, and Dental Equipment and Supplies										
Dental equipment and supplies.....	30,773	1,718	5.6	15	1	26,485	66	.2	5	
Surgical supplies and equipment not elsewhere classified; and orthopedic appliances.....	85,275	3,489	4.1	26	6	64,150	1,267	2.0	25	4
Toys, and Sporting and Athletic Goods										
Children's vehicles.....	17,506	8,100	17.7	14	1	15,536	3,538	22.8	14	2
Dolls (except rubber).....	12,045	184	1.4	3		54,121	3,520	6.5	92	12
Games and toys (except dolls and children's vehicles).....	55,214	3,544	6.4	57	9					
Sporting and athletic goods not elsewhere classified.....	67,108	4,794	7.1	72	11	35,752	2,316	6.5	34	
Miscellaneous Industries Not Elsewhere Classified										
Beauty-shop and barber-shop equipment.....	12,988	135	1.0	3		13,298	1,625	12.2	9	3
Brooms.....	12,016	1,091	9.1	18	2	14,928	1,989	13.3	50	9
Brushes.....	51,284	1,552	3.0	22	2	41,535	1,728	4.2	33	3
Fabricated plastic products not elsewhere classified.....	62,983	6,139	9.7	32	5	(3)	(3)	(3)	(3)	(3)
Fire extinguishers, chemical.....	9,058	1,128	12.5	3		6,028	161	2.7	5	
Furs (dressed and dyed).....	11,771	(1)	(1)	(1)		9,452	(1)	(1)	(1)	(1)
Hair work.....	1,364					5,057	(1)	(1)	(1)	(1)
Models and patterns (except paper patterns).....	21,667	374	1.7	6		15,089	60	.4	9	
Needles, pins, hooks and eyes, and slide and snap fasteners.....	38,487	3,582	9.3	15	1	31,649	520	1.6	9	1
Signs, advertising displays, and advertising novelties.....	81,011	6,711	8.3	77	1	67,199	10,158	15.1	153	26
Soda fountains, beer dispensing equipment, and related products.....	14,984	473	3.2	7		7,166	(1)	(1)	(1)	(1)
Tobacco pipes and cigarette holders.....	7,720	233	3.0	3	1	6,156	(1)	(1)	(1)	(1)
Umbrellas, parasols, and canes.....	11,056	239	2.2	5		10,209	580	5.7	11	
Wool pulling.....	12,683	6,580	51.9	10	7	(2)	(2)	(2)	(2)	(2)

1 Omitted to avoid disclosure.

2 Direct export sales included to avoid disclosure.

3 No comparative information.

DISTRIBUTION OF SALES

FOR OFFICE USE ONLY

Industry No. _____

File No. _____

Key

V. P. _____ **A-1**

This sheet should show the distribution of sales and interplant transfers of the products manufactured by the plant or plants whose manufacturing activities are covered by the preceding pages of this schedule.

Sales should include purchased merchandise resold without processing, in addition to own products. Therefore, the total value of goods sold or shipped from this plant (item 10 below) may not be the same as the value of products elsewhere reported.

The following information is required from every manufacturing plant, even though no distinct sales department is maintained. Manufacturers' sales branches and offices operated apart from the plant should be reported on Distribution Form 31. Separate administrative or general offices located apart from the plant should be reported on Form 10.

D-1. DESCRIPTION OF PLANT:

(a) Name of plant _____

(b) Name of owner or operator _____

(c) Location of plant { State _____ County _____

{ Name of city, town, or village _____

{ Street and number _____

D-2. NET SALES AND INTERPLANT TRANSFERS (Deduct returns and allowances):

(a) Report the value, f. o. b. factory, of all goods shipped or delivered from this plant during the year 1939 (including sales through agents and brokers), analyzed as shown below. Deduct returns and allowances, but include purchased merchandise sold without processing. (Where exact figures are not available give the best possible approximations.)

		Omit cents	Key
Intracompany Sales and Transfers			
(1) Interplant transfers to own plants in the United States	\$		A-2
(2) Sales to or through your own wholesale sales branches and sales offices apart from the plant. (Whether or not stocks are carried in such branches)	\$		A-3
(3) Sales to or through your own retail stores	\$		A-4
Sales to Other Business Concerns in the United States			
(4) Sales to industrial, commercial, professional, and institutional users. (Manufacturers, railroads, utilities, governmental bodies, hotels, contractors, etc.)	\$		A-5
(5) Sales to wholesalers and jobbers for resale. (Include supply houses, but not export concerns)	\$		A-6
(6) Sales to export intermediaries. (Report export sales to buyers in foreign countries under (9) below and not here)	\$		A-7
(7) Sales to retailers for resale. (Chains, mail-order houses, department stores, and independent retailers)	\$		A-8
Sales to Consumers			
(8) Sales to farmers and household consumers, including employees (at retail)	\$		A-9
Export Sales			
(9) Export sales made direct to buyers in foreign countries. (Including sales to company's own foreign branches)	\$		A-10
(10) TOTAL VALUE OF SALES AND TRANSFERS from this plant (sum of 1 to 9). (Include sales through agents and brokers, and purchased merchandise sold without processing, as well as direct shipments of own products)	\$		A-11
(b) How much of total sales reported in item 10 above was made through agents, brokers, and commission houses (not including your own sales force)?	\$	Key A-12	
(c) How much of total sales reported in item 10 above consisted of purchased merchandise sold without processing?	\$	A-13	

DISTRIBUTION OF SALES

FOR OFFICE USE ONLY

Industry No.

File No.

V. P.

This sheet should show the distribution of sales and interplant transfers of the products manufactured by the plant or plants whose manufacturing activities are covered by the preceding pages of this schedule.

Sales should include purchased merchandise resold without processing, in addition to own products. Therefore, the total value of goods sold or shipped from this plant (item 10 below) may not be the same as the value of products elsewhere reported.

The following information is required from every manufacturing plant, even though no distinct sales department is maintained. Manufacturers' sales branches and offices operated apart from the plant should be reported on Distribution Form 31. Separate administrative or general offices located apart from the plant should be reported on Form 10.

D-1. DESCRIPTION OF PLANT:

- (a) Name of plant
- (b) Name of owner or operator
- (c) Location of plant { State County
 Name of city, town, or village
 Street and number

D-2. NET SALES AND INTERPLANT TRANSFERS (Deduct returns and allowances):

- (a) Report the value, f. o. b. factory, of all goods shipped or delivered from this plant during the year 1939 (including sales through agents and brokers), analyzed as shown below. Deduct returns and allowances, but include purchased merchandise sold without processing. (Where exact figures are not available give the best possible approximations.)

	Gray goods (include colored yarn goods, denims, etc.)	Finished goods	Fabricated products (sheets, towels, etc.)
Intracompany Sales and Transfers			
(1) Interplant transfers to own plants in the United States.....	\$.....	\$.....	\$.....
(2) Sales to or through your own wholesale sales branches and sales offices apart from the plant. (Whether or not stocks are carried in such branches).....	\$.....	\$.....	\$.....
(3) Sales to or through your own retail stores.....	\$.....	\$.....	\$.....
Sales to Other Business Concerns in the United States			
(4) Sales to industrial, commercial, professional, and institu- tional users. (Manufacturers, railroads, utilities, govern- mental bodies, hotels, contractors, etc.).....	\$.....	\$.....	\$.....
(5) Sales of gray goods to converters.....	\$.....	\$.....	\$.....
(6) Sales to wholesalers and jobbers for resale. (Include supply houses, but not export concerns).....	\$.....	\$.....	\$.....
(7) Sales to export intermediaries. (Report export sales to buyers in foreign countries under (9) below and not here).....	\$.....	\$.....	\$.....
(8) Sales to retailers for resale. (Chains, mail-order houses, department stores, and independent retailers).....	\$.....	\$.....	\$.....
Sales to Consumers			
(9) Sales to farmers and household consumers, including em- ployees (at retail).....	\$.....	\$.....	\$.....
Export Sales			
(10) Export sales made direct to buyers in foreign countries. (In- cluding sales to company's own foreign branches).....	\$.....	\$.....	\$.....
(11) TOTAL VALUE OF SALES AND TRANSFERS from this plant (sum of 1 to 10). (Include sales through agents and brokers, and purchased merchandise sold without processing, as well as direct shipments of own products).....	\$.....	\$.....	\$.....
(b) How much of total sales reported in item 11 above was made through agents, brokers, and commission houses (not in- cluding your own sales force)?.....	\$.....		
(c) How much of total sales reported in item 10 above consisted of purchased mer- chandise sold without processing?.....	\$.....		