



Operating Results of Wholesalers.—The fifth biennial survey of the operating results of wholesalers for certain trades shows operating expenses and profits in ratio to net sales for the year 1955. Individual trades are dealt with in detail in DBS Bulletins.

2.—Operating Results of Selected Wholesale Trades 1955

(Percentage of Net Sales)

Kind of Business	Gross Profit	Selling Expense	Warehouse and Delivery Expense	Administrative and General Expense	Net Operating Profit	Net Non-trading Income	Net Profit before Income Tax
Grocery.....	7.20	1.37	2.25	3.20	0.38	0.56	0.94
Fruits and vegetables.....	11.50	1.96	4.92	3.99	0.63	0.07	0.70
Tobacco and confectionery.....	7.33	2.18	1.79	2.78	0.58	0.14	0.72
Dry goods.....	16.43	5.18	2.96	6.95	1.34	0.55	1.89
Piece goods.....	16.44	4.85	2.33	8.55	0.71	0.48	1.19
Footwear.....	16.40	4.45	2.85	7.22	1.88	0.51	2.39
Automotive parts and accessories.....	25.41	7.38	4.62	9.63	3.78	0.41	4.19
Hardware.....	19.17	4.57	3.29	7.30	4.01	0.04	4.05
Plumbing and heating supplies.....	16.37	3.47	2.96	6.97	2.97	0.01	2.98
Drug.....	8.71	0.82	3.27	4.40	0.22	0.11	0.33
Household appliances and electrical supplies.....	18.67	6.92	1.88	7.18	2.69	0.15	2.84