

1.—Operating Results of Selected Trades for Incorporated Wholesale Establishments, as Percentages of Sales, by Type of Operation and Kind of Business, Census 1961—concluded

Type of Operation and Kind of Business	Gross Profit	Expenses				
		Selling	Ware-house and Delivery	General and Administrative	Other	Total
	p.c.	p.c.	p.c.	p.c.	p.c.	p.c.
Wholesale Merchants—concluded						
Lumber.....	12.58	2.44	2.98	5.42	0.20	11.13
Lumber and millwork.....	20.95	4.04	5.57	8.13	0.25	17.98
Construction machinery and equipment.....	23.65	6.92	4.34	9.77	0.27	21.30
Farm machinery and equipment.....	19.12	5.81	2.91	8.27	0.27	17.28
Industrial machinery, equipment and supplies (general line).....	23.39	6.91	3.58	10.88	0.19	21.56
Iron and steel (general line).....	15.01	2.16	2.52	7.75	0.32	12.75
Paper and paper products (general line).....	17.94	5.18	3.25	6.56	0.04	15.03
Plumbing equipment and supplies.....	17.71	4.59	2.93	7.87	0.41	15.80
Plumbing and heating equipment and supplies (general line).....	18.37	4.01	3.33	8.17	0.33	15.84
Agents and Brokers—						
Clothing and/or furnishings (general line).....	4.89	2.56	0.05	1.41	0.20	4.22
Piece goods.....	3.65	1.79	0.00	1.32	0.01	3.12
Livestock.....	1.47	0.25	0.20	0.69	0.01	1.25
Lumber.....	3.87	1.62	—	2.09	—	3.71
Structural steel.....	0.98	0.70	—	0.12	0.01	0.83
Manufacturers' Sales Branches—						
Meats and meat products.....	..	1.57	2.09	2.29	0.04	5.99
Produce.....	..	1.20	2.98	1.78	—	5.96
Lumber.....	..	0.93	0.42	2.30	0.04	3.69
Lumber and millwork.....	..	1.57	1.84	2.96	0.01	6.38
Farm machinery.....	..	3.75	1.86	8.25	0.04	13.90
Plumbing equipment and supplies.....	..	2.94	3.43	5.12	0.50	11.99

Table 2 shows gross profit ratio (percentage of net sales) of a panel of reporting retail establishments for the census year 1961.

2.—Gross Profit Ratio of a Panel of Reporting Retail Establishments, by Kind of Business, Census 1961
(Percentage of net sales)

Kind of Business	Gross Profit	Kind of Business	Gross Profit
	p.c.		p.c.
Food.....	15.0	Automotive—concluded	
Candy, nut stores.....	41.6	Service stations.....	23.1
Confectionery stores.....	20.5	Garages.....	37.1
Fruit and vegetable stores.....	19.8	Paint and body shops.....	56.4
Grocery stores without fresh meat.....	15.6	Other specialty repair shops.....	51.1
Combination stores (grocery stores with fresh meat).....	17.7	Car wash.....	79.6
Meat markets.....	20.0	Apparel and Accessories.....	33.5
Fish markets.....	27.9	Men's and boys' clothing stores.....	33.5
Delicatessen stores.....	27.2	Men's and boys' furnishings stores.....	32.7
General Merchandise.....	31.3	Men's and boys' hat stores.....	39.4
Department stores.....	33.0	Women's ready-to-wear stores.....	33.2
General merchandise stores.....	30.0	Lingerie and hosiery stores.....	33.6
General stores.....	17.0	Furriers and fur stores.....	40.9
Variety stores.....	34.5	Accessories and other apparel stores.....	31.3
Automotive.....	21.0	Children's and infants' wear stores.....	30.6
Automobile dealers.....	15.9	Family clothing and furnishings stores.....	30.4
Automobile dealers with wholesale car departments.....	14.8	Men's shoe stores.....	37.0
Automobile dealers with farm implements.....	14.5	Women's shoe stores.....	34.8
Used car dealers.....	17.9	Children's and infants' shoe stores.....	36.1
Accessories, tire and battery shops.....	30.6	Family shoe stores.....	34.1
		Custom tailors.....	52.1
		Second-hand clothing stores.....	28.6
		Piece goods stores.....	31.0