

As will be observed from Table 17, the average amounts per establishment of net sales, cost of goods sold, manufacturing profit, and final profit were larger in establishments outside New York City than in establishments in that city.

The average net sales of all of the 65 establishments that reported were \$224,916; the average cost of goods sold, \$209,661; the average manufacturing profit, \$15,255; the average final profit, \$14,045.

In tabulating the data secured from the 65 establishments the actual amounts of their net sales and of their expenses for a year are not shown, because by such figures some establishments might possibly be identified, and the object was to avoid disclosing any facts that were given in confidence. The net sales, the items of cost, and the profit are shown by percentages according to establishments, and by both averages and percentages according to groups.

It appears that in New York City, and also in the establishments outside, the percentage for administrative expense was smallest in the groups of establishments with the largest net sales. Referring to the details in Table 18 for an explanation of the difference, and comparing the percentages for establishments in New York City having the largest net sales with the average percentages of the establishments in that city, it will be seen that the items showing the greatest differences were as follows: Salaries of officials, largest establishments, 0.39 per cent; average, 0.75 per cent; salaries of office force, largest establishments, 0.44 per cent; average, 0.56 per cent; rent, largest establishments, 0.07 per cent; average, 0.15 per cent; unspecified items, largest establishments, 0.2 per cent; average, 0.38 per cent. In establishments outside New York City the percentage of administrative expense was greatest in the group of establishments having the smallest net sales and gradually decreased to the group having the largest net sales.

In New York City the percentage for selling expense was considerably larger in the group of establishments with the largest net sales than in the other groups. Examining the selling expense percentages in Table 18, it will be seen that the differences between the percentages of the establishments in New York City having the largest net sales and those of all establishments in that city were not large except as to the item of commissions and expenses of salesmen. This percentage item with New York City establishments was 4.96 for establishments in Group IV, as against 2.54 for those in Group I.

Tables 19 and 20, which summarize the data contained in Table 18, show the percentages of average cost by specified items and by combinations of groups.