

- (a) Sources of distribution statistics in the Federal Government.
- (b) Sources of distribution statistics in the State Governments.
- (c) Sources of distribution statistics in Trade Associations.
- (d) Sources of distribution statistics in Private or Semi-Public Institutions.

In the judgment of the staff compiling this material, a consideration of these sources of statistics indicates several possibilities. It is evident, for example, that there is some duplication of effort and overlapping in the collection of federal statistics. It is apparent also that the purposes for which statistics may be obtained have much to do with the character and purposefulness of the figures finally arrived at. No analysis of the sources has been made in the time available, from what might be called the business man's point of view. Your Committee believes that all these sources should be re-analyzed from the viewpoint of (1) *statistics that are available for sales control*; (2), *statistics for market development*, and (3), *basic economic statistics*.

A further consideration of the preliminary survey seems to indicate that much can be done in acquainting one organization with what has already been accomplished by another. An examination of the classes and character of statistical information in the field of distribution, available in certain trade associations, even in the preliminary survey available for consideration, indicates that there is wide opportunity for inter-organization discussion as to the possibilities of basic statistical control in industry, and that what one industry believes and practices as possible another either has not considered, or else has not appreciated the possibility of. For this reason also a more complete survey is suggested.

Sources of Distribution Statistics

The tabulations below are not necessarily complete, but are arrived at by a survey of and a compilation of source lists obtained from the Department of Commerce, the Chamber of Commerce of the United States of America, and by one or two special inquiries undertaken by the Department of Commerce for the Committee.

The facts given below are contained in the Monthly Survey of Current Business, published by the Department of Commerce, and readers of this report are referred to that publication for additional sources which from time to time are listed there.