

Collection of Business Figures

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| 17. Lumber | 18. Meats and Provisions |
| 19. Men's Furnishing Goods | 20. Restaurants, Lunch Rooms,
etc. |
| 21. Saddlery and Harness | 22. Stationery, School Supplies,
etc. |
| 23. Stoves, Hardware, Tinware,
etc. | 24. Tea and Coffee |
| 25. Varieties, Small Wares and Trimmings | |
| 8. Kinds of Business in Detail—by Cities (33); gives for each business
therein | |
| a. Amount of capital invested | b. Total value of goods sold |
| c. Number of wage earners | d. Amount paid weekly in wages |
| e. Number of salaried persons | f. Amount paid weekly salaries |

Other Sources of Distribution Statistics

In the summary presented on the preceding pages there have been listed many trade associations, business publications, and some of the private institutions doing work in this field of distribution statistics. In the more complete and intimate survey that has been recommended, these many sources deserve much fuller inquiry and analysis.

For some time the Chamber of Commerce of the United States of America, through its Domestic Distribution Department, has been gathering material of directive value in the analysis of our statistical needs, and that division has available a compilation of the sources of commercial research which forms a part of the report of Committee No. III. Members of the Distribution Conference may refer to Committee No. III for this list of establishments and institutions, in which the work of commercial research often includes the compilation of statistics and their interpretation.

The following memorandum summarizing the point of view of the Domestic Distribution Department suggests certain broad considerations to be considered in compiling statistics of current prices and statistics of quantity.

Collection of Business Figures As A Means Toward Accomplishing Economies In Distribution

For many years both manufacture and transportation have benefited by collections of statistics which are entirely lacking in distribution. Recently, however, a growing demand has been manifested for the collection of figures relating to distribution which indicates a recognition, by the most informed groups at least, of the need for dependable facts to enable a coordination of production with distribution.

There are certain figures of production, consumption and price which are essential if business men are to eliminate the immense wastes in distribution due to wide fluctuations in markets.

