

TABLE X
ENTERPRISES GROUPED ACCORDING TO NUMBER OF
EMPLOYEES

| Number of employees | Number of enterprises |
|-----------------------|-----------------------|
| Up to 1,000 | 3 |
| 1,001 to 2,000 | 2 |
| 2,001 to 3,000 | 3 |
| 3,001 to 4,000 | 0 |
| 4,001 to 5,000 | 2 |
| 5,001 to 6,000 | 1 |
| 6,001 to 7,000 | 0 |
| 7,001 to 8,000 | 4 |
| 8,001 to 9,000 | 0 |
| 9,001 to 10,000 | 1 |
| 15,000 | 1 |
| 38,000 | 1 |
| Not given | 2 |
| Total | 20 |

President. The presidents and other higher officers of these twenty concerns in some cases receive salaries indicated as such, and in some cases bonuses are added to the sums specified as salaries. These bonuses are sometimes fixed sums and, added to the sums known as salaries, form the equivalent of salaries of academic faculty members. In some cases the bonus varies between specified limits.

TABLE XI
SALARIES OF PRESIDENTS

| Salary range | Number of concerns |
|---------------------------------|--------------------|
| \$ 20,000 to \$ 30,000 | 3 |
| 30,001 to 40,000 | 1 |
| 40,001 to 50,000 | 0 |
| 50,001 to 60,000 | 0 |
| 60,001 to 70,000 | 4 |
| 70,001 to 80,000 | 2 |
| 100,000 to 115,000 | 1 |
| 150,000 | 1 |
| Unknown | 8 |
| Total | 20 |
| Lowest salary given | \$ 20,000 |
| Highest salary given | 150,000 |
| Average of known salaries | 48,958 |

Vice-president. In a majority of cases, the organization includes from two to as many as nine vice-presidents. These several vice-presidents usually form a graded series in magnitude of salaries. In the following table the total number of vice-presidents

is given, their salary ranges and a weighted average salary.

It will be seen later that in some concerns one of the vice-presidents constitutes the general sales manager, while in others there is a special officer so designated.

TABLE XII
SALARIES (INCLUDING BONUSES) OF VICE-PRESIDENTS

| Range of salaries | Number of vice-presidents |
|--|---------------------------|
| \$ 8,000 to \$10,000 | 2 |
| 10,001 to 20,000 | 4 |
| 20,001 to 30,000 | 3 |
| 30,001 to 40,000 | 7 |
| 40,001 to 50,000 | 2 |
| 25,000 to 30,000 | 4 |
| 30,000 to 33,000 | 1 |
| 30,000 to 60,000 | 9 |
| 35,000 to 40,000 | 4 |
| 36,000 to 40,000 | 1 |
| 40,000 to 45,000 | 1 |
| Unknown | 7 |
| | 45 |
| Lowest salary given | \$ 8,000 |
| Highest salary given | 125,000 |
| Weighted average for vice-presidents | 36,135 |

Treasurer. The treasurer's office sometimes forms the point of attachment for assistant treasurers, controllers and auditors, and salaries of this group of assisting officers are here given in Table XIV as well as those of the treasurers. (Table XIII.)

TABLE XIII
SALARIES (INCLUDING BONUSES) OF TREASURERS

| Salary range | Number of treasurers |
|-------------------------------------|----------------------|
| \$ 5,500 to \$10,000 | 2 |
| 10,001 to 15,000 | 1 |
| 15,001 to 20,000 | 4 |
| 20,001 to 25,000 | 0 |
| 25,001 to 30,000 | 2 |
| 30,001 to 35,000 | 3 |
| 50,000 | 1 |
| 24,000 to 27,000 | 1 |
| Unknown | 6 |
| | 20 |
| Minimum salary | \$ 5,500 |
| Maximum salary | 50,000 |
| Average salary for treasurers | 24,464 |