

## CHAPTER III—GENERAL ANALYSIS OF THE WHOLESALE FIELD

### INTRODUCTION

The importance of merchandise distribution in our economic system is generally conceded. Some of the most perplexing problems of our present-day order are those relating directly or indirectly to the marketing of goods. The conditions prevailing prior to the twentieth century were largely accountable for the neglect of distribution and its problems. The demand for most products, until the present century, was far ahead of the supply. Consequently, the problem of the times was how to produce goods in sufficient quantities to satisfy the apparently insatiable wants of the consumer. Much time was therefore given to the study of production methods and efficiency. Besides, there was little overlapping in the territories of manufacturers and distributors, most of whom operated in local markets.

With the development of transportation facilities, however, competition among producers and distributors of similar goods increased by leaps and bounds, thus presenting real problems in selling. Furthermore, because of important inventions and increased production efficiency, the supply of many products has caught up with the demand and has, in fact, largely exceeded it.

The increased competition, coming from the overlapping of territories and from a supply in excess of effective demand, has resulted in the branding of goods, advertising, aggressive selling, and many other activities, some of which have been carried beyond the point of profitable returns. So much waste in distribution has resulted that business leaders of every type have come to the conclusion that in order to distribute goods in the most effective and most economical manner it is now necessary to base marketing activities on facts and figures concerning conditions of supply, demand factors, and marketing institutions and their operation.

The growing interest manifested in distribution is evidenced by the establishment and development of colleges of commerce; bureaus of business research in connection with universities; the multiplication of advertising agencies; and market analyses and investigations conducted by trade associations, congressional committees, and individual economists. The Census of Distribution is the most recent and probably the most comprehensive of all single efforts made in the

field of distribution for the purpose of ascertaining the nature of the distribution mechanism, its component parts, and how it operates. It is hoped that the Census of Distribution will provide for the first time a fairly complete picture of the complicated marketing system which has developed and evolved over a long period of time. Knowledge of this should lead toward substantial improvements in the movement of goods from producer to consumer.

### WHOLESALE DISTRIBUTION IN ITS BROADER ASPECTS

The volume and status of wholesale trade have long been considered a most significant barometer of general business conditions. Yet no clear definition or conception of the term "wholesale trade" or "wholesale distribution" is to be found. Even the scientific organizations and bureaus which issue wholesale price indices have shown widely different interpretations of the term, for the most part leaving without definition a broad twilight zone which may be regarded as "no man's land."

For census purposes, the distinction between wholesale and retail trade, *when used in a broad sense*, as indicated in Chapter I, is that based primarily on the status of the purchaser and secondarily on the manner in which the establishments operate. Theoretically all sales made to ultimate or home consumers who buy goods for their own use are retail sales while all other sales, whether made to retailers, to wholesalers, to institutions, or to manufacturers who use the goods for further processing or as equipment, are wholesale transactions. According to this conception all of the following types of sales or transactions fall within the province of wholesaling:

1. Sales made directly by manufacturers or through their sales branches to wholesalers and to other types of wholesale middlemen.
2. Sales to retailers of all kinds.
3. Sales to restaurants and hotels.
4. Sales to manufacturers, mines, oil well companies, fisheries, railroads, public utilities, and Government departments.
5. Sales to barbers in the form of supplies and equipment. The same applies to all sales of equipment and supplies by so-called supply houses, so long as such equipment and supplies are not purchased by ultimate consumers for their own use.
6. Sales of laboratory and professional equipment and supplies to professional men such as doctors and dentists.

## WHOLESALE DISTRIBUTION

7. Sales of building materials to contractors.

8. All operations and activities of middlemen who in some way aid in the transfer of title to goods when such goods are not sold to ultimate or individual consumers. In this group are naturally included brokers, resident buyers, purchasing agents, selling agents, manufacturers' agents, and the like.

9. All purchases of farm products for resale to others than individual consumers, irrespective of whether such purchases are made direct from the farmers or from middlemen.

**Gross volume of wholesale trade.**—When treated in the light just outlined the total volume of goods sold at wholesale during the year 1929 amounted to approximately \$82,000,000,000, priced at f. o. b. point of production or import. As shown on Chart II and Table I the total volume of goods produced in the United States during the year 1929 for distribution and sale amounted to \$79,133,891,000. This figure includes raw materials, semimanufactured goods, and finished products, counted separately each time they were sold. Consequently, there is a considerable amount of duplication in values, particularly in the case of manufactured goods. It is estimated that, while the gross value of manufactures during 1929 was \$70,434,863,443, their net value amounted to but \$47,392,000,000 (Gross value—[semi-manufactures + manufactured fuels purchased + cost of contract work] = net value).<sup>1</sup> For the purpose of determining the total volume of trade, every transaction must be counted, even though several successive transfers of title may involve the same goods. Utility is added to goods, as expressed in enhanced prices which they command, at each successive stage of their movement through the channels of distribution.

Of the \$79,133,891,000 of goods which were produced in 1929 for distribution, manufactured products constituted 80.98 per cent; farm products, 12.82 per cent; products of mines and quarries, 3.02 per cent; crude petroleum production, 1.62 per cent; products of forests, 1.39 per cent; products of fishing, 0.13 per cent; and products of hunting and trapping, 0.03 per cent. To this must be added \$4,625,145,000 worth of goods imported during the year, bringing up the total value of goods produced in the United States for distribution and those imported to \$83,759,036,000.

Since, however, manufacturers reported direct sales to home consumers (which are retail transactions) of \$1,553,367,000, this amount must be deducted from the \$83,759,036,000, leaving \$81,882,598,000 as the value of goods distributed on a wholesale basis. Of this amount, \$5,425,699,000 worth of goods were exported, leaving \$76,456,899,000 of goods for domestic distribution, on a wholesale basis, with the exception of a relatively small but unknown amount which farmers sold direct to individual home consumers.

<sup>1</sup> Census of Manufactures, release on "Estimated Value of Manufactured Products by Industry Groups."

TABLE I.—TOTAL VALUE OF GOODS DISTRIBUTED AT WHOLESALE IN 1929

(F. o. b. point of production or import)

Gross value of manufactured products <sup>1</sup> .....	\$70,434,863,443
Less:	
Receipts for contract and repair work.....	\$3,541,000,000
Interplant transfers.....	2,885,708,000
Service industries.....	1,001,000,000
	7,528,708,000
Manufactured goods sold by manufacturers.....	62,906,155,443
Goods manufactured in merchant establishments (at wholesale selling prices).....	1,188,028,600
Total value of manufactured goods sold.....	64,094,184,043
Farm products <sup>2</sup> —Cash income.....	10,145,720,000
Products of mines and quarries <sup>3</sup> .....	2,322,400,000
Petroleum (crude) production <sup>4</sup> .....	1,280,417,000
Products of forests <sup>5</sup> .....	1,100,000,000
Products of fishing <sup>6</sup> .....	105,370,000
Products of hunting and trapping (estimated).....	20,000,000
Total value of goods produced in the United States for sale.....	79,133,891,000
Value of goods imported <sup>7</sup> .....	4,625,145,000
Total value of goods sold.....	83,759,036,000
Less:	
Goods sold by manufacturers direct to home consumers.....	\$1,553,367,000
(Goods manufactured in retail establishments.....	323,071,000
	1,876,438,000
Value of goods distributed on a wholesale basis.....	81,882,598,000
Less, value of goods exported <sup>8</sup> (United States merchandise and reexports).....	5,425,699,000
Total value of goods distributed on a wholesale basis in the domestic market.....	76,456,899,000

## WHOLESALE DISTRIBUTION IN ITS NARROWER SENSE

**Conventional conception.**—The usual or popular conception of wholesale distribution or of wholesale trade, which may be regarded as more or less conventional, refers to the sales of service wholesalers made to retailers. Similarly, the term wholesaler is generally applied to the wholesale merchant who sells to the retailer. According to this conception there were 70,953 such establishments in the United States in 1929 doing a volume of business of \$24,639,311,423, of which \$4,355,354,282 consisted of sales to industrial consumers and to ultimate consumers, leaving \$20,334,457,141 probably sold to retailers, subject to a certain amount of duplication as in the case of one wholesaler selling goods to another wholesaler. Occasionally some of the newer types of wholesalers may be included in this popular concept, as well as the larger wholesalers who sell to smaller wholesalers.

**Census use of the term, "Wholesale Distribution."**—As already pointed out in Chapter I, it was necessary, for census purposes, to delimit the field of wholesale distribution. It was impossible to make the term all-inclusive in accordance with the principles discussed under Wholesale Distribution in its Broader Aspects, since the census was taken on an establishment basis. For this reason sales made by manufacturers and other producers from the plants in which produc-

<sup>1</sup> Census of Manufactures, 1920, Bureau of the Census.

<sup>2</sup> Yearbook of Agriculture, 1931, p. 977.

<sup>3</sup> Census of Producing Mines and Quarries, 1929, Bureau of the Census.

<sup>4</sup> Bureau of Mines, Department of Commerce.

<sup>5</sup> Bureau of the Census.

<sup>6</sup> Bureau of Fisheries, Department of Commerce.

<sup>7</sup> Bureau of Foreign and Domestic Commerce, Department of Commerce.

tion is carried on, were omitted from the statistics on wholesale distribution. Had such sales been included, it would have been necessary to require a separate distribution report from every producing establishment and from every farmer and nurseryman in addition to the report covering production activities.

Nor has it been found practicable to confine the term "Wholesale Distribution" to service wholesalers or to any other limited types of wholesalers, since a clear-cut functional division as between different types of wholesale organizations is practically nonexistent. Bulk tank stations in the petroleum trade operate very much like wholesalers of the conventional service type. The same is true, to a considerable degree, of wholesale sales branches maintained by manufacturers, and of numerous other types of wholesale establishments. On the other hand, service wholesalers of the conventional type frequently sell to industrial consumers and, in addition, vary their functions with different customers. Thus, some of their goods are sold on credit, some are sold on a drop shipment basis, and some on a cash-and-carry basis.

**Volume of wholesale distribution.**—As indicated in the first chapter of this volume, the Census of Wholesale Distribution embraces all establishments which were engaged in 1929 in the purchase, sale, or distribution of goods on a wholesale basis, provided that such establishments specialized in distribution rather than in production or service. In this sense, during the year 1929, there were in operation 169,702 such establishments throughout the United States doing a volume of business amounting to \$69,291,547,604. Of this amount sales to consumers at retail totaled \$689,817,082 which must be subtracted from the amount stated above. To this must then be added the sales made by retailers to other retailers on a wholesale basis, or \$706,776,962, so that the total volume of wholesale trade passing through establishments of all types, operating in all kinds of business, amounted to \$69,308,507,484.

**MOVEMENT OF GOODS INTO WHOLESALE CHANNELS**

**Movement of manufactured products.**—Chart III and Table II show the extent to which manufactured goods flow into strictly wholesale channels, i. e., the volume of such products that is handled by wholesale organizations. The first step in the distribution process taken when the goods leave the producing plant has been reported for all but \$4,024,086,000 by the manufacturers themselves, (see Table II) but the necessary computations have been made to make possible the use of the total volume of goods produced by manufacturers for distribution as a basis for calculating percentages. This latter amount has been broken down by estimates based on available data in the Bureau. Of the \$63,409,200,000 selling value (f. o. b. factory) of goods produced by the manufacturing plants in the United States for distribution, 29.6 per cent went

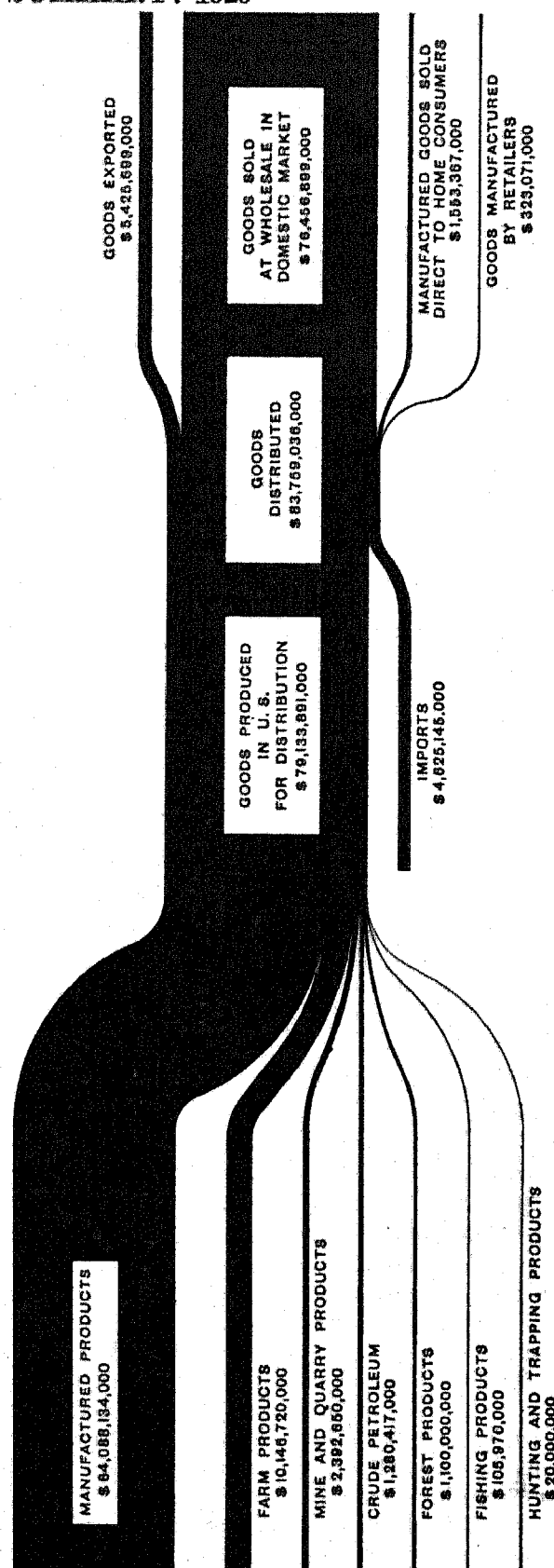


CHART II.—SOURCES AND VALUE OF GOODS DISTRIBUTED IN 1929

directly from the plants to wholesalers, 16.1 per cent went to manufacturers' own wholesale branches, 18.6 per cent was sold to outside retailers (including sales to chain stores), while 1.9 per cent was disposed of through retail stores maintained by the manufacturers,

31.3 per cent was sold direct to industrial consumers, and 2.5 per cent followed the most direct channel from producer to home consumer. Of the amount sold direct to home consumers, \$382,894,000 represented sales of manufactured gas. Approximately 9 per cent of the total volume of manufactured goods entering trade was made through agents, such as manufacturers' agents, selling agents, brokers, and commission houses. All of this is naturally included in the total volume of wholesale distribution. This necessarily involves a certain amount of duplication, since a number of items are counted twice, but represents no duplication in the volume of business, as pointed out in a preceding paragraph.

TABLE II.—DISTRIBUTION OF SALES, 1929, OF MANUFACTURING PLANTS IN THE UNITED STATES

Gross value of manufactured products.....	\$70,434,863,000
Less: Receipts for contract and repair work, interplant transfers and service industries.....	7,529,752,000
Goods of own manufacture sold by manufacturers.....	62,905,111,000
Finished goods purchased by manufacturers for resale.....	534,110,000
Less: Increase in inventories of manufacturers over preceding period.....	39,021,000
Selling value of goods distributed.....	63,409,200,000
Selling value of goods actually reported on schedules by channels.....	59,385,114,000
Selling value of goods not reported on schedules by channels.....	4,024,086,000

	SELLING VALUE (f. o. b. factory)			
	Reported		Computed	
	Amount	Per cent	Amount	Per cent
Total sales.....	\$63,409,200,000	100.00	\$63,409,200,000	100.00
Sales to wholesalers	18,278,348,000	28.8	18,759,293,000	29.6
Sales to manufacturers' own wholesale branches.....	9,972,483,000	16.8	10,237,077,000	16.1
Sales to retailers.....	11,614,783,000	19.6	11,776,596,000	18.6
Sales to manufacturers' own retail branches.....	1,215,228,000	2.0	1,232,960,000	1.9
Sales to industrial and other large consumers.....	17,287,546,000	29.1	18,849,875,000	31.3
Sales to home consumers.....	1,009,726,000	1.7	1,583,367,000	2.5
Total sales.....	59,385,114,000	100.00	63,409,200,000	100.00
Sales made through manufacturers' agents, selling agents, brokers, and commission houses.....	5,128,080,000	8.6		
Sales made direct to branches, wholesalers, retailers, and consumers.....	54,257,034,000	91.4		

As indicated in Table II, the amount reported by manufacturers on a distribution basis consisted of \$59,385,114,000. The products of service industries as well as contract and repair work and interplant transfers, do not enter trade. For this reason no distribution of sales data could be compiled for such values. There were, however, some plants and certain industries for which distribution of sales data were not available because the same could not be reported by the manufacturing establishments concerned, largely because of inadequate accounting records or because no such information was requested. The amount of manufactured goods for which no reports on the distribution of sales were available, but which entered trade, amounted to \$4,024,086,000 which, when added to the \$59,385,114,000 goods reported by channels, resulted

in the figure \$63,409,200,000, which is used as a basis for the computations of estimated selling value going through different channels of distribution. In making these computations, every industry was analyzed separately to insure satisfactory results.

While no reports were made by the manufacturers as to subsequent steps in the distribution process taken by their goods beyond the first step, it is possible through the statistics available in the Census of Wholesale Distribution to complete the picture, as shown on Chart III, and to indicate the approximate flow of such goods until they reach the points of consumption. The ultimate destination of manufactured goods consists of two distinct markets—the industrial consumer market, and the home consumer market. The industrial consumer market absorbed approximately 44.8 per cent of the \$63,409,200,000 of goods produced by manufacturers for sale. They reached the market in the following manner:

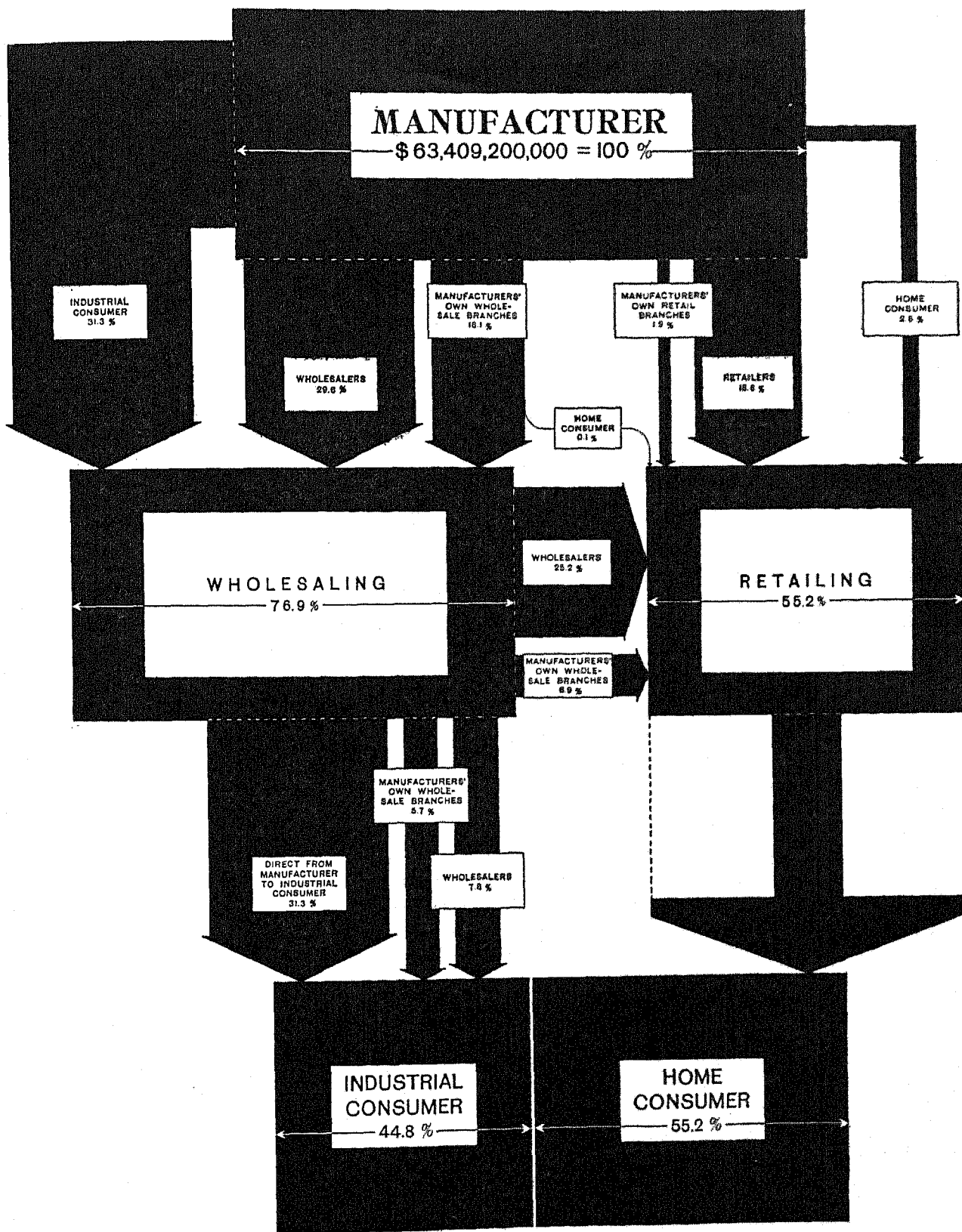
Manufacturers → industrial consumers.....	\$19,849,875,000
Manufacturers → manufacturers' sales branches → industrial consumers.....	3,582,976,950
Manufacturers → wholesalers, → industrial consumers.....	4,941,499,002
Manufacturers' sales branches.....	
Total.....	28,374,350,952

The direct sales from manufacturer to industrial consumers are as shown in Table II. The Census of Wholesale Distribution statistics show that manufacturers' sales branches made 35 per cent of their net sales to industrial consumers; hence 35 per cent of \$10,237,077,000 as in Table II, or \$3,582,976,950. The Wholesale Census statistics also show that *wholesalers only* made 23.58 per cent of their sales of manufactured goods<sup>2</sup> to industrial consumers. Table II shows that manufacturers sold direct to wholesalers \$18,759,293,000 of goods, to which must be added \$2,197,021,683 which is the share of the \$10,237,077,000 estimated to have been sold to wholesalers by manufacturers' sales branches. When 23.58 per cent is taken of this sum (23.58 per cent × \$20,956,314,683) it results in \$4,941,499,002, which is the amount sold by wholesalers to industrial and other large consumers.

Since the industrial market constituted 44.8 per cent of the total, it naturally follows that the home or ultimate consumer market absorbed 55.2 per cent. It is important to bear in mind that these calculations are based merely on the value of goods, at f. o. b. factory prices, produced by *manufacturers* for distribution. Raw materials from whatever source, as well as imported semimanufactured and finished products, are not included. It is further important that the 55.2 per cent of the \$63,409,200,000 be not regarded as goods passing through retail stores. Many kinds of

<sup>2</sup> From the net sales for wholesalers only as shown in Table 2, p. 70, have been deducted the sales of goods other than manufactures, as well as the sales of automobiles, groceries, and similar lines which were reported on schedules that had no provision for data on sales to industrial consumers. Consequently, the 23.58 per cent figure is based only on manufactured goods for which the schedules provided an inquiry concerning sales to industrial consumers.

CHART III.—FLOW OF GOODS FROM MANUFACTURERS TO CONSUMERS





commodities included in this figure, as illustrated by manufactured gas and by motion picture films, while intended for the home consumer market, are not sold through retail stores.

**Variations in Channels of Distribution.**—Not all manufactured products are distributed in like manner. Some goods are sold direct to home consumers, others require the use of a single middleman—the retailer—while still others are sold by manufacturers to wholesalers and sometimes through their own wholesale branches. The way in which a given product is distributed depends upon a number of factors, among which may be listed the nature of the commodity, its unit value, the size of the producing plant, the financial strength of the producer, the completeness of the line manufactured in a given plant, the nature of the market—whether the product is intended for the home consumer or the industrial consumer, and the existing marketing machinery which has developed for the distribution of a given product.

Even when the same channels are used in the distribution of a certain commodity or group of commodities, the percentage distribution of the goods which go through a certain channel may differ considerably. To illustrate: Table II shows that approximately 9 per cent of all manufactured goods reported by channels were sold through agents and brokers. In the food and grocery industries, however, agents and brokers were used for as high as 15.3 per cent of their total volume. Sales to wholesalers were also more prominent in the food and grocery industries, amounting to 41.5 per cent as against 29.6 per cent for all industries. This is probably due to the fact that many manufacturers of food and grocery products specialize in the production of a limited number of items which need wide distribution and the products are of a low unit value so that direct contact with retailers other than chains, ordinary and voluntary, is practically out of the question. Sales through wholesale branches maintained by the manufacturers themselves in the food and grocery industries amounted to 16 per cent as against 16.1 per cent for all industries. Sales direct to retailers consisted of 24.6 per cent for the food and grocery industries as against 18.6 per cent for all industries. This large volume of sales direct to retailers by the food and grocery industries, despite what has just been said above, is due no doubt to the fact that the greatest development of chains has occurred in the grocery field. These large-scale retail institutions usually obtain their merchandise direct from the manufacturers, performing the wholesale function for themselves, either through the maintenance of chain-store warehouses or otherwise. All such latter sales by manufacturers have been treated as sales to retailers. Sales to industrial consumers, on the other hand, were but 8.2 per cent for the food and grocery industries as against 31.3 per cent for all industries. Sales to household consumers were as high as 5.6 per

cent for the food and grocery industries as against 2.5 per cent for all industries.

The variation in percentages of distribution through different types of wholesale and retail organizations are even greater for some industries than indicated for the food and grocery industries, depending largely upon the factors outlined in a preceding paragraph. The channels through which manufactured goods move are also affected by the location of the manufacturing plants in relation to the market for which the goods are intended. The more distant the manufacturer's producing plant is from its market the larger the variety of channels, other things being equal, and vice versa. The conditions underlying consumption constitute another factor in the determination of channels of distribution. Direct contact is usually necessitated when the goods require installation services and technical adaptation to the requirements of the customer. To approach the problem of selecting channels of distribution in a scientific way, it is essential that knowledge be obtained concerning how the various goods of the different industries are being distributed and what factors seem to have governed the percentage distribution of those goods by the various channels reported.

**Flow of products of extractive industries.**—Of the \$15,025,757,000 of goods produced for distribution during the year 1929 by domestic industries other than manufacturers, shown in Table I, approximately 69.9 per cent (\$10,510,456,000) was handled by wholesale establishments. This figure was based on the sales of products of extractive industries during the year reported to the Wholesale Census by commodities amounting to \$11,250,893,000 and exclusive of duplicate sales made by agents, brokers, and other wholesale organizations which seem to sell to other wholesalers rather than to retailers or to industrial consumers. From this was deducted \$740,437,000 in the form of the mark-up used by wholesale establishments since the \$11,250,893,000 represents the selling value of these products by wholesale organizations, whereas the \$15,025,757,000 represents the sales value at point of production. The amount of mark-up or margin was determined on the basis of operating cost as reported by wholesale establishments operating in the selected trades, to which was added an estimated net profit percentage.

The products from extractive industries flowing into wholesale channels were divided as follows:

SOURCE OF PRODUCTION	Value of production	Per cent sold through wholesale channels
Farm products.....	\$10, 146, 720, 000	90.0
Products of mines and quarries.....	2, 392, 650, 000	38.1
Products of forests.....	1, 100, 000, 000	29.2
Products of fisheries.....	106, 970, 000	(1)

<sup>1</sup> Includes an indeterminate value of processed fish and sea foods.

## FUNCTIONS OF WHOLESALE ORGANIZATIONS

Practically all marketing organizations have come into existence as a result of a definite need for their services. It is probable that some of them have outlived their usefulness. For the most part, however, valid reasons may be found for the existence of the different types of organizations. This general statement applies to all types of wholesale organizations whose *combined* services are:

1. To distribute the goods of producers.
2. To establish business connections with retailers, industrial consumers, and other wholesale organizations to which the goods may be passed on in their movement to final destination. This may involve personal solicitation, advertising, or communication by correspondence, telephone, or telegraph.
3. To provide adequate facilities for concentrating and handling goods in large quantities when such goods are produced on a relatively small scale.
4. To assemble a large variety of merchandise from multifarious sources so as to facilitate buying under one roof on the part of retailers and industrial consumers.
5. To store goods until needed by the trade. Because of the seasonal nature of production in agriculture on the one hand, and the seasonal character of demand for many manufactured goods on the other, it is essential that reservoirs be provided at strategic points throughout the Nation to carry the physical inventories which these essential reserves represent. The wholesaler has performed this function traditionally and still continues to do so, although frequently assisted, in modern times, by public warehouses, manufacturers' warehouses, chain-store warehouses, and places provided by other types of integrated trading institutions, such as department stores and mail-order houses. Whoever performs this task, the necessity for providing storage for surplus reserves of merchandise in relatively close proximity to consuming centers, is an inescapable wholesale function.
6. To provide facilities for sorting, grading, and otherwise preparing the goods for the market, in compliance with the requirements of the trade.
7. To study the needs of the trade, quantitatively and qualitatively, in order to make proper goods available in suitable lots for prompt delivery.
8. To furnish financial assistance to sources of supply and to provide credit accommodations to customers.
9. To study market conditions and to gather and interpret all data affecting the movement of merchandise and the prices of the various commodities involved.
10. To render advice and assistance to customers in order to facilitate the flow of goods to final destination. This often necessitates the use of much dealer help with the aim of elevating retail merchandising to a higher plane of efficiency.

**Variation in the performance of wholesale functions.**—The functions outlined above vary considerably with the kind of business, plane of operation of the wholesale establishment, customers served, sources of supply represented, and the type of wholesale organization. Vegetables, for example, may be graded and sorted by the wholesale merchant or commission merchant, while manufactured goods coming into the hands of wholesalers do not require the performance of this function to the same extent since such goods have already been largely standardized by the manufacturer himself. Some whole-

sale establishments sell to other wholesale organizations instead of passing the goods on to retailers or to industrial consumers. To the extent to which this is true, it is unnecessary to render services which are normally required by retailers, such as dealer helps or even financial assistance in the form of credit accommodations. Furthermore, if sales are made by wholesalers to large-scale retail establishments, such retailers may perform some of the functions that are normally rendered by wholesalers. Again, the type of wholesale organization has a direct bearing upon the number and variety of functions rendered. Some wholesale organizations such as brokers or manufacturers' agents do not take title to the goods, therefore assume no risks and may have a limited amount of handling or no physical handling whatever.

The performance of a *given* function by wholesalers may also vary in *degree*, depending upon some of the same factors. Some manufacturers, for example, may do their own financing entirely and also create a demand for their goods. Others need financial assistance and require that the wholesaler furnish such help and also bear the burden of creating a demand for their products. In the majority of cases, the function of creating a demand for a manufacturer's goods is divided between the manufacturer and the wholesaler, but the *degree* to which the wholesaler is required to advertise and "sell" a given manufacturer's product varies considerably.

**Changing character of wholesaling.**—A brief survey of the history of development in the wholesale field inevitably leads to the conclusion that wholesaling is in a state of flux. Many types of wholesale organizations are now in existence which were unknown two decades ago. Cash-and-carry wholesalers and wagon distributors are of recent origin. Even the old conventional type wholesaler has modified his methods of operation to a considerable degree. It is likely that these changes will continue, depending largely upon changes in retailing. As retail institutions modify their methods of operation wholesale organizations serving them must do likewise. The development of the chain store, for example, necessitated a new form of wholesaling to enable independent stores to compete effectively with their chain rivals. This accounts largely for the existence of cooperative wholesalers and wholesale cash-and-carry establishments.

The growth of the department store with its large buying power was responsible to no small degree for the disintegration of some of the large national and sectional dry goods wholesalers handling a general line of dry goods, and the growth of specialty dry goods houses in various parts of the United States. It is probable that the tendency at the present time on the part of retailers to take on wider lines of merchandise will lend impetus to the growth of general line wholesalers so that the pendulum may swing back from

specialty wholesaling to general line or general merchandise wholesaling.

The future structure of the wholesale field is also affected by policies and methods adopted by producers on the one hand and retailers or industrial consumers on the other. Hand-to-mouth buying, for example, on the part of either retailers or industrial consumers tends to strengthen the position of the wholesaler who is forced thereby to maintain more adequate stocks and to provide immediate delivery since many of the orders received by him are for rush shipment. The extent to which channels of distribution are selected by producers on the basis of facts and figures, rather than bias and preconceived notions, is another important factor. Above all, however, the future of wholesale organizations will depend largely on the extent to which the wholesale functions can be performed more economically by either retailers, industrial consumers, or selling producers which, in turn, is contingent to no small degree upon the alertness and efficiency on the part of existing wholesale establishments.

While no definite predictions can be made as to what the trends will be until other censuses are taken, the results of which might be compared with those of the present census, it is certain that changes will be effected in the wholesale field, although it is important to bear in mind that "nature makes no leaps" as evidenced by the continued importance of the old line service wholesaler.

#### GEOGRAPHIC DISTRIBUTION OF WHOLESALE TRADE

**Wholesale trade, by divisions and by States.**—In addition to presenting wholesale trade statistics by States, data are given for 9 groups of States known officially as geographic divisions.<sup>10</sup> It is believed that

<sup>10</sup> The States included in the respective divisions are as follows:  
 New England—Maine, New Hampshire, Vermont, Massachusetts, Rhode Island, Connecticut.  
 Middle Atlantic—New York, New Jersey, Pennsylvania.  
 East North Central—Ohio, Indiana, Illinois, Michigan, Wisconsin.  
 West North Central—Minnesota, Iowa, Missouri, North Dakota, South Dakota, Nebraska, Kansas.  
 South Atlantic—Delaware, Maryland, District of Columbia, Virginia, West Virginia, North Carolina, South Carolina, Georgia, Florida.  
 East South Central—Kentucky, Tennessee, Alabama, Mississippi.  
 West South Central—Arkansas, Louisiana, Oklahoma, Texas.  
 Mountain—Colorado, Arizona, Idaho, Montana, Wyoming, New Mexico, Utah, Nevada.  
 Pacific—California, Oregon, Washington.

the States within each of the geographic divisions are sufficiently homogeneous in physical characteristics, in the composition of their population, or in their social and economic qualities to make each division a relatively distinct economic unit. Each geographic division differs, to a considerable degree, from most of the others so that comparisons can be made between different sections of the country, and since wholesale trade is seldom confined within State boundaries, geographic divisions are of considerable importance in measuring the market potentialities for various parts of the United States.

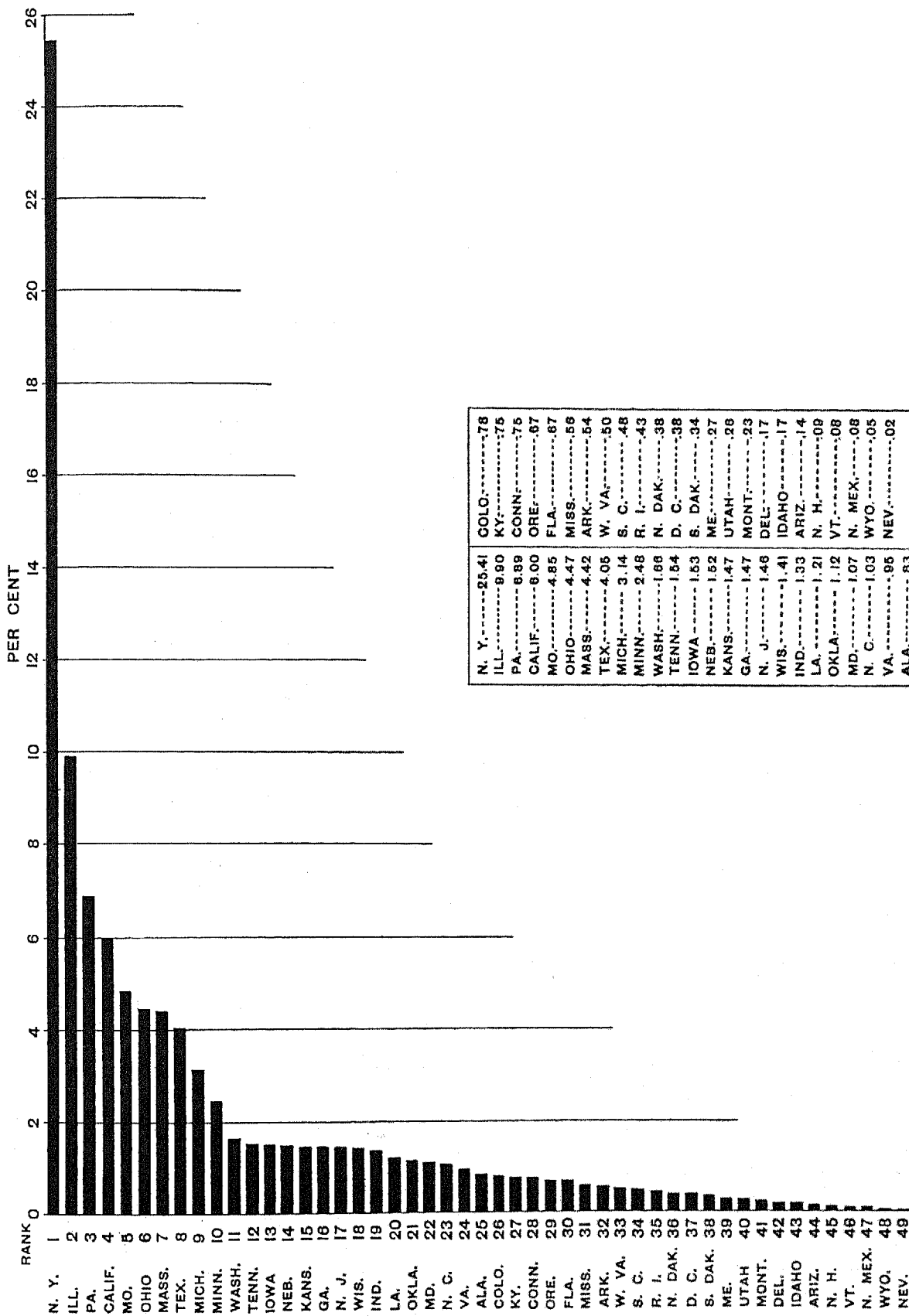
The wholesale trade of the United States appears to be highly concentrated geographically. The States in the Middle Atlantic, East North Central, and West North Central Divisions account for nearly two-thirds of the total volume (66.41 per cent), whereas these States contain but 52.8 per cent of total population. This is further corroborated by the statistics on Chart IV and in Table III showing wholesale trade by States. Fully 71.61 per cent of all wholesale trade is accounted for by the following 10 States, the first 4 of which were responsible for almost half (48.2 per cent) of the total volume:

STATE	Total sales	Per cent of total
New York.....	\$17,604,633,829	25.41
Illinois.....	6,861,067,302	9.90
Pennsylvania.....	4,777,291,874	6.89
California.....	4,159,323,157	6.00
Missouri.....	3,361,720,021	4.85
Ohio.....	3,094,100,457	4.47
Massachusetts.....	3,065,855,586	4.42
Texas.....	2,804,517,879	4.05
Michigan.....	2,172,408,545	3.14
Minnesota.....	1,716,943,724	2.48

While there is some general relationship between the population of a State and its volume of wholesale trade, it is not as close as that indicated for the geographic divisions because the operations of many wholesale establishments cover wide territories, considerably beyond the boundaries of the State in which they are located. Colorado, for example, is thirty-third in population, but twenty-sixth in volume of wholesale trade. Nebraska is thirty-second in population but fourteenth in wholesale trade. The State of Washington is thirtieth in population but eleventh in wholesale trade. On the other hand, there are a number of States which are high in population but very low in wholesale distribution.



CHART IV.—VOLUME OF WHOLESALE TRADE, BY STATES 1929



WHOLESALE DISTRIBUTION

TABLE III.—WHOLESALE TRADE OF THE UNITED STATES, BY GEOGRAPHIC DIVISIONS AND BY STATES

	Number of establishments	RETAILS		Rank in volume	Rank in population	NUMBER OF EMPLOYEES			Salaries and wages	Stocks on hand, end of year (at cost)
		Amount	Per cent of total			Total	Male	Female		
<b>UNITED STATES</b>	<b>189,702</b>	<b>\$69,291,547,604</b>	<b>100.00</b>			<b>1,605,042</b>	<b>1,310,969</b>	<b>294,073</b>	<b>\$3,010,129,535</b>	<b>\$5,246,739,667</b>
Wholesalers only, total	79,640	29,594,155,698	42.63			912,143	741,997	170,146	1,713,259,483	3,382,658,874
Other types of wholesale establishments, total	89,962	39,735,391,916	57.37			692,899	568,972	123,927	1,296,870,052	1,864,181,284
GEOGRAPHIC DIVISIONS										
Div. 1—New England	9,790	4,195,290,238	6.05	7	8	111,164	88,591	22,573	206,778,497	328,350,861
Div. 2—Middle Atlantic	38,197	23,993,867,064	34.61	1	1	432,207	343,182	89,125	969,543,664	1,640,125,671
Div. 3—East North Central	32,185	14,928,413,139	21.56	2	2	359,398	287,624	65,774	687,611,355	996,483,090
Div. 4—West North Central	28,564	8,799,121,909	12.56	3	3	196,508	163,485	33,023	331,098,164	715,032,138
Div. 5—South Atlantic	15,952	4,857,474,829	7.02	4	4	140,227	113,979	26,248	200,123,109	360,267,169
Div. 6—East South Central	7,739	2,533,847,100	3.68	5	5	64,502	55,836	8,666	95,385,602	237,352,026
Div. 7—West South Central	17,566	4,787,197,074	6.91	6	6	104,153	90,386	13,767	168,731,679	389,369,472
Div. 8—Mountain	5,795	1,198,946,219	1.73	9	9	34,680	29,881	4,799	55,667,213	104,748,866
Div. 9—Pacific	13,821	5,773,293,016	8.33	8	7	168,103	138,005	30,098	295,200,352	556,000,465
STATES										
Alabama	1,743	874,145,187	.83	25	15	13,733	12,094	1,639	23,650,325	44,603,214
Arizona	398	87,564,221	.14	44	44	3,554	3,161	393	5,420,095	9,376,879
Arkansas	2,082	878,674,080	.84	32	25	8,463	7,634	829	30,600,060	30,600,060
California	9,751	4,159,323,157	6.00	4	6	123,053	100,737	22,316	455,647,129	455,647,129
Colorado	2,975	539,625,526	.78	26	33	14,628	12,524	2,104	23,947,236	37,448,597
Connecticut	1,369	520,550,866	.75	28	29	18,272	13,565	4,707	28,098,521	48,438,491
Delaware	286	118,096,590	.17	43	47	2,094	1,715	379	3,778,297	10,514,193
District of Columbia	496	261,083,044	.38	37	41	7,575	6,450	1,125	13,700,304	14,306,374
Florida	2,654	446,534,961	.67	30	31	20,075	16,930	3,145	26,750,859	33,481,547
Georgia	3,183	1,015,495,832	1.47	16	14	22,735	18,961	3,774	36,865,640	62,219,664
Idaho	661	121,193,295	.17	42	43	3,386	2,964	422	4,523,524	10,917,602
Illinois	11,587	6,981,667,862	9.99	2	3	164,531	132,438	32,093	341,523,391	418,757,130
Indiana	3,794	921,661,946	1.33	19	11	25,474	21,302	4,172	43,258,210	61,805,717
Iowa	4,354	1,087,606,939	1.57	13	19	27,693	23,222	4,471	41,031,801	69,104,900
Kansas	4,323	1,026,676,856	1.47	15	24	22,975	20,104	2,871	35,177,481	153,514,726
Kentucky	2,627	522,465,294	.75	27	17	21,538	18,348	3,190	26,083,298	99,958,953
Louisiana	1,726	636,197,692	0.92	30	22	17,493	15,226	2,267	29,336,613	58,965,589
Maine	987	189,975,451	.27	59	35	7,545	6,508	1,037	11,310,689	22,973,279
Maryland	2,305	741,267,043	1.07	22	28	22,468	17,990	4,478	33,065,486	49,522,486
Massachusetts	6,696	3,068,855,596	4.42	7	8	72,929	57,962	14,967	145,957,895	221,564,686
Michigan	5,272	2,172,468,545	3.14	9	7	47,406	38,425	8,981	97,087,110	118,537,006
Minnesota	3,521	1,716,943,734	2.48	10	18	37,708	31,560	6,148	62,650,263	152,375,923
Mississippi	1,713	386,226,122	.56	31	23	6,746	6,078	668	10,628,282	24,055,200
Missouri	6,574	3,361,720,921	4.85	5	10	79,488	63,680	15,808	145,571,050	240,247,292
Montana	1,249	186,545,212	.23	41	39	4,436	3,787	649	6,091,435	19,028,882
Nebraska	2,890	1,054,064,385	1.53	14	32	17,268	14,526	2,742	28,106,033	58,560,569
Nevada	66	13,718,677	.02	49	49	679	630	49	877,478	1,323,944
New Hampshire	326	61,413,714	.09	45	42	2,456	2,168	288	3,691,813	6,230,600
New Jersey	2,944	1,008,861,361	1.46	17	9	27,990	23,764	4,226	55,650,876	69,719,014
New Mexico	317	53,546,927	.08	47	45	1,355	1,258	97	2,330,998	4,743,940
New York	25,311	17,694,633,829	25.41	1	1	291,056	227,199	63,857	690,202,950	1,273,191,308
North Carolina	2,413	717,431,529	1.03	23	12	24,476	18,112	6,364	25,823,356	63,820,378
North Dakota	2,619	282,429,543	.38	36	38	5,929	5,483	446	9,639,864	24,418,234
Ohio	8,677	3,694,160,457	5.31	6	4	84,736	70,070	14,666	154,067,155	197,408,496
Oklahoma	4,179	773,398,073	1.12	21	21	19,210	17,042	2,168	30,916,058	60,884,816
Oregon	1,439	466,830,906	.67	29	24	14,659	12,418	2,241	24,190,176	40,580,009
Pennsylvania	10,542	4,777,281,874	6.89	3	2	113,655	92,219	21,436	217,649,738	306,215,849
Rhode Island	797	300,671,695	.43	35	37	8,029	6,743	1,286	14,820,323	23,780,518
South Carolina	1,539	333,526,369	.48	34	26	7,726	6,529	1,197	10,534,517	17,524,065
South Dakota	1,973	236,280,422	.34	38	36	6,537	4,910	627	8,615,702	16,810,495
Tennessee	2,256	1,066,990,561	1.54	12	16	22,485	19,316	3,169	35,123,717	68,735,499
Texas	9,698	2,804,517,879	4.05	8	5	58,987	50,484	8,503	96,284,461	238,858,988
Utah	736	180,191,474	.26	40	40	5,737	4,960	777	9,711,667	17,696,533
Vermont	368	57,362,926	.08	46	46	1,933	1,645	288	2,899,256	5,432,287
Virginia	2,344	656,398,565	.95	24	20	22,739	18,178	4,561	30,271,574	79,333,954
Washington	2,631	1,147,135,953	1.66	11	30	30,391	24,850	5,541	51,100,990	79,573,327
West Virginia	1,132	347,836,967	.50	33	27	10,339	9,114	1,225	19,302,996	29,539,478
Wisconsin	3,515	979,275,789	1.41	18	13	31,231	25,389	5,842	51,075,489	109,974,760
Wyoming	263	34,660,687	.05	48	48	905	807	98	1,854,785	4,215,479

Wholesale trade, by cities.—The concentration of wholesale trade in the larger cities is clearly brought out by the fact that fully 76.25 per cent of all wholesale business was transacted by establishments located in cities having, in 1930, 100,000 inhabitants or more. This business was conducted by 81,144 establishments or nearly half of the wholesale establishments in the United States. (These figures in no way reflect the amount of goods purchased at wholesale in any given area, nor do they show which wholesale establishments

supply the consumption requirements of a given territory, except in a very general way.)

The facts in Table IV indicate not only the preponderance of large cities as wholesale markets but also that the average size of the business establishment is greater in these cities than in other communities, since less than half of all wholesale establishments account for over three-quarters of all the business. In partial explanation of this condition it may be pointed out that, in small communities, there are a

large number of assemblers of agricultural commodities and many bulk tank stations in the petroleum trade which operate on a relatively small scale and thereby bring down the average.

Although the larger cities as a group dominate the wholesale trading picture, there is by no means perfect correlation between volume of wholesale trade and population within the city. The first two cities in population, New York and Chicago, are also the leading wholesale centers, but thereafter notable differences develop. Boston, for example, is the third largest wholesale center although only ninth in population. Again, San Francisco, which ranks eleventh in population, is fifth in wholesale trade; Pittsburgh, which is tenth in population, is seventh in wholesale trade; and Kansas City, Mo., which is nineteenth in population, is ninth in wholesale trade. There are, conversely, a

number of cities which have a lower rank in wholesale trade than they enjoy in population. All in all, there is considerable variation between rank in volume of wholesale trade and rank in population for the entire group of cities, although the *average variation* is not great.<sup>11</sup>

Individual differences among cities, however, indicate that wholesale trade is a function of more than the single variable population. Other factors of importance are age of the community, the character of its hinterland, competition from other wholesale centers, special industrial developments, transportation facilities, proximity to the sea, and other geographic factors.

<sup>11</sup> A correlation coefficient of 0.84 was computed by the *rank data method* indicating a considerable degree of positive correlation between size of city and volume of wholesale trade. (A correlation coefficient may range from 0 to +1 or -1. The nearer it approaches +1 or -1 the greater the degree of correlation indicated.)

TABLE IV.—WHOLESALE TRADE OF CITIES HAVING, IN 1930, 100,000 INHABITANTS OR MORE

	Number of establishments	NET SALES		Rank in volume	Rank in population	NUMBER OF EMPLOYEES			Salaries and wages	Stocks on hand, end of year (at cost)
		Total	Per cent of total			Total	Male	Female		
United States.....	169,702	\$69,291,547,804	100.00			1,605,042	1,310,969	294,073	\$3,010,129,535	\$5,246,739,657
Total for principal cities.....	81,144	52,836,461,005	76.25			1,114,857	894,480	220,397	2,308,685,515	3,743,991,860
Akron, Ohio.....	201	105,532,391	.15	57	35	2,628	2,279	349	5,236,132	6,064,953
Albany, N. Y.....	243	124,334,987	.18	52	64	3,630	3,011	619	6,879,317	11,784,737
Atlanta, Ga.....	750	498,917,474	.72	23	32	11,866	9,750	2,116	21,756,044	30,571,567
Baltimore, Md.....	1,589	631,095,982	.94	18	8	18,465	15,042	3,423	29,350,907	45,118,011
Birmingham, Ala.....	423	254,204,471	.37	31	34	6,540	5,617	923	11,662,818	19,328,897
Boston, Mass.....	3,653	2,357,016,604	3.40	3	9	48,704	37,697	11,097	103,890,739	161,099,870
Bridgeport, Conn.....	145	74,573,953	.11	67	54	1,893	1,566	327	3,875,181	7,656,682
Buffalo, N. Y.....	1,166	671,764,099	.97	16	13	14,548	11,531	3,017	29,717,334	39,319,645
Cambridge, Mass.....	121	55,754,824	.08	75	74	2,659	2,174	505	5,432,638	8,150,895
Camden, N. J.....	65	10,888,036	.02	91	68	815	728	87	1,447,113	1,463,348
Canton, Ohio.....	120	35,223,592	.05	85	83	1,204	996	208	2,205,632	2,810,124
Chattanooga, Tenn.....	135	62,753,890	.09	70	67	1,653	1,468	195	2,944,139	3,763,920
Chicago, Ill.....	6,762	5,870,166,410	8.47	2	2	138,657	109,555	28,802	300,426,666	357,896,405
Cincinnati, Ohio.....	1,326	729,818,831	1.05	13	17	17,252	13,565	3,687	34,090,385	43,612,031
Cleveland, Ohio.....	1,968	1,106,723,294	1.60	11	6	24,946	20,351	4,595	51,877,688	55,272,023
Columbus, Ohio.....	518	228,252,247	.33	35	28	6,947	5,787	1,160	12,522,588	17,920,517
Dallas, Tex.....	609	720,157,439	1.05	14	33	12,662	10,387	2,275	24,283,343	54,291,630
Dayton, Ohio.....	237	112,668,800	.16	55	41	3,135	2,529	604	5,605,645	7,201,080
Denver, Colo.....	934	395,058,075	.57	27	29	10,564	8,672	1,892	18,343,311	25,720,052
Des Moines, Iowa.....	333	149,074,534	.22	44	56	5,453	4,547	906	9,263,839	11,065,817
Detroit, Mich.....	2,136	1,540,059,671	2.22	6	4	26,510	21,169	5,341	61,185,172	67,756,282
Duluth, Minn.....	185	171,362,690	.25	40	90	3,281	2,716	565	5,518,048	12,204,671
Elizabeth, N. J.....	75	51,161,037	.07	79	73	665	590	75	1,429,163	5,168,021
El Paso, Tex.....	205	74,383,940	.11	65	86	2,075	1,797	278	3,514,547	7,237,753
Erie, Pa.....	159	31,947,269	.05	88	69	1,254	1,078	176	2,142,398	3,319,004
Evansville, Ind.....	184	61,096,426	.09	69	88	1,964	1,673	291	2,933,088	4,522,253
Fall River, Mass.....	130	55,143,856	.08	76	71	898	801	97	1,467,204	2,094,165
Flint, Mich.....	102	38,518,864	.06	82	50	1,365	1,159	206	2,690,677	2,738,450
Fort Wayne, Ind.....	158	53,164,235	.08	78	72	2,233	1,718	515	3,883,918	6,385,895
Fort Worth, Tex.....	240	276,844,179	.40	29	48	3,426	3,008	418	5,683,077	11,146,460
Gary, Ind.....	38	10,053,238	.01	93	92	286	264	22	663,810	440,798
Grand Rapids, Mich.....	416	152,629,642	.22	43	46	3,938	3,250	688	7,682,241	11,334,841
Hartford, Conn.....	323	125,187,201	.18	51	47	7,804	4,915	2,889	8,526,844	10,919,222
Houston, Tex.....	506	519,013,180	.75	22	26	7,354	6,307	1,047	13,587,179	72,865,842
Indianapolis, Ind.....	730	436,596,282	.63	24	21	9,769	8,043	1,726	18,432,143	28,389,172
Jacksonville, Fla.....	346	180,779,118	.26	38	63	4,234	3,663	541	7,692,956	13,367,932
Jersey City, N. J.....	169	117,768,509	.17	53	23	3,658	3,000	658	7,527,728	10,769,731
Kansas City, Kan.....	97	92,217,073	.13	63	66	2,614	2,439	175	4,293,524	10,629,164
Kansas City, Mo.....	1,664	1,400,722,337	2.02	9	19	24,354	19,732	4,622	46,879,066	84,565,800
Knoxville, Tenn.....	135	53,448,242	.08	77	81	2,082	1,777	305	3,709,479	5,401,054
Long Beach, Calif.....	127	33,893,318	.05	86	57	1,207	1,129	78	2,168,725	3,377,915
Los Angeles, Calif.....	3,153	1,379,989,434	1.99	19	5	40,581	33,602	6,979	78,963,911	128,920,522
Louisville, Ky.....	528	267,679,140	.39	30	24	9,664	7,839	1,825	15,641,233	40,949,362
Lowell, Mass.....	89	24,048,146	.03	90	93	794	607	97	1,175,751	1,253,371
Lynn, Mass.....	119	17,281,041	.02	92	87	830	709	121	1,469,656	1,171,970
Memphis, Tenn.....	628	652,876,672	.94	17	36	9,449	8,112	1,337	17,112,064	34,946,527
Miami, Fla.....	247	48,753,020	.07	89	78	1,727	1,562	165	2,974,025	4,082,481
Milwaukee, Wis.....	1,059	545,650,118	.79	21	12	14,289	11,705	2,584	28,802,630	43,537,203
Minneapolis, Minn.....	1,316	846,457,533	1.22	12	15	17,423	14,043	3,380	31,642,413	90,301,949
Nashville, Tenn.....	225	129,896,953	.19	49	51	3,103	2,587	516	6,439,353	9,065,419
Newark, N. J.....	643	393,420,365	.57	26	18	9,652	8,082	1,570	29,889,381	24,418,490

WHOLESALE DISTRIBUTION

TABLE IV.—WHOLESALE TRADE OF CITIES HAVING, IN 1930, 100,000 INHABITANTS OR MORE—Continued

	Number of establishments	NET SALES		Rank in volume	Rank in population	NUMBER OF EMPLOYEES			Salaries and wages	Stocks on hand, end of year (at cost)
		Total	Per cent of total			Total	Male	Female		
New Bedford, Mass.	167	\$35,836,866	0.05	84	75	1,193	1,016	177	\$1,895,023	\$2,255,387
New Haven, Conn.	989	138,850,175	.20	45	49	3,835	3,209	626	7,328,096	11,864,867
New Orleans, La.	713	601,980,823	.87	19	16	10,423	8,639	1,784	18,045,005	40,883,884
New York City (Greater New York)	19,618	15,631,148,123	22.56	1	1	237,201	183,268	54,023	590,503,582	1,109,844,700
Bronx Borough	375	187,913,187	-----	-----	-----	4,690	4,075	615	9,702,570	16,040,421
Brooklyn Borough	1,818	699,167,474	-----	-----	-----	19,332	16,750	2,582	30,804,520	45,285,333
Manhattan Borough	16,948	14,529,672,022	-----	-----	-----	205,830	155,967	49,869	532,209,207	1,030,386,888
Queens Borough	400	202,715,028	-----	-----	-----	7,023	6,106	917	13,814,033	16,930,494
Richmond Borough	77	11,740,442	-----	-----	-----	410	370	40	782,552	692,037
Norfolk, Va.	319	153,754,134	.22	42	62	3,371	2,899	472	5,800,553	6,830,211
Oakland, Calif.	390	129,169,704	.19	50	30	5,712	4,963	749	9,711,133	12,877,512
Oklahoma City, Okla.	404	287,882,117	.42	28	43	6,605	5,848	957	11,304,457	17,208,500
Omaha, Nebr.	647	704,087,796	1.02	15	39	9,466	7,922	1,544	17,706,381	38,930,821
Paterson, N. J.	141	65,958,090	.09	68	60	1,204	1,119	145	2,770,265	3,530,887
Peoria, Ill.	215	98,759,108	.14	61	82	2,608	2,198	500	4,020,511	7,442,772
Philadelphia, Pa.	4,337	2,280,984,042	3.29	4	3	52,636	41,397	11,239	104,683,110	152,630,122
Pittsburgh, Pa.	1,849	1,484,600,266	2.14	7	10	27,435	22,103	5,332	58,050,019	95,227,899
Portland, Oreg.	867	383,432,056	.55	27	25	11,526	9,654	1,872	19,955,562	34,145,281
Providence, R. I.	377	246,423,158	.36	33	37	6,427	5,291	1,136	12,647,622	18,627,276
Reading, Pa.	293	56,148,259	.08	73	76	1,853	1,563	290	3,174,851	3,876,593
Richmond, Va.	416	233,611,053	.34	34	44	7,143	5,870	1,264	11,219,781	32,077,701
Richmond, N. Y.	401	94,923,026	.13	62	22	4,219	3,420	799	6,827,610	13,990,861
St. Louis, Mo.	1,940	1,430,961,438	2.06	8	7	40,769	31,895	8,874	79,733,960	122,718,869
St. Paul, Minn.	462	221,745,514	.32	36	31	8,030	6,589	1,441	12,985,544	24,139,669
Salt Lake City, Utah	354	190,332,382	.10	48	59	4,515	3,865	650	7,666,039	13,242,733
San Antonio, Tex.	343	159,819,637	.19	47	38	4,715	4,022	693	7,444,766	12,045,788
San Diego, Calif.	199	56,839,885	.08	72	63	2,645	2,381	264	4,212,016	5,824,694
San Francisco, Calif.	3,154	1,784,174,952	2.57	5	11	37,545	29,807	7,738	77,535,544	144,103,016
Scranton, Pa.	279	111,865,674	.16	58	55	3,218	2,683	535	5,686,135	7,547,169
Seattle, Wash.	1,220	574,707,123	.83	20	20	15,001	12,265	2,736	20,787,725	47,039,401
Somerville, Mass.	81	32,993,117	.05	87	85	805	803	135	1,065,322	2,110,620
South Bend, Ind.	129	40,618,974	.09	81	84	1,394	1,153	241	2,779,630	3,780,335
Spokane, Wash.	256	134,049,126	.19	46	70	4,473	3,681	792	7,384,076	12,443,846
Springfield, Mass.	254	115,560,454	.17	54	52	3,513	2,843	670	6,357,098	7,689,492
Syracuse, N. Y.	490	178,538,126	.26	39	40	4,970	3,990	980	10,001,720	13,397,300
Tacoma, Wash.	150	55,939,545	.08	74	79	2,661	2,221	440	3,952,837	6,156,438
Tampa, Fla.	223	82,678,603	.12	64	91	2,406	2,118	288	4,070,437	6,301,986
Toledo, Ohio	417	187,892,873	.27	37	27	7,502	6,425	1,077	12,991,506	16,427,232
Trenton, N. J.	132	36,592,908	.05	83	65	1,377	1,207	170	2,344,520	2,780,738
Tulsa, Okla.	282	103,065,663	.15	58	58	2,486	2,174	312	4,989,998	9,441,948
Utica, N. Y.	184	59,359,197	.08	71	84	1,972	1,657	315	3,049,811	5,580,123
Washington, D. C.	496	261,063,044	.38	30	14	7,575	6,450	1,125	13,700,384	14,305,374
Wichita, Kans.	256	161,154,843	.23	41	77	3,125	2,520	605	5,460,530	9,432,839
Wilmington, Del.	127	102,114,388	.15	59	80	1,742	1,391	351	3,319,264	9,331,074
Worcester, Mass.	346	68,454,709	.10	67	42	2,781	2,292	489	4,876,297	6,136,947
Yonkers, N. Y.	74	27,695,447	.04	89	61	809	726	83	1,680,831	2,862,033
Youngstown, Ohio	194	100,941,967	.14	60	45	2,070	2,060	310	5,412,793	6,884,066

Wholesale trade by counties.—The concentration of wholesale trade by counties is shown in the following table (Table V) and on the accompanying map. Of the total volume of wholesale trade, over one-half, or \$35,605,811,325, is accounted for by the following 11 counties (including the independent city of St. Louis) each with over \$1,000,000,000 of wholesale trade:

State	County
California	Los Angeles
California	San Francisco
Illinois	Cook
Massachusetts	Suffolk
Michigan	Wayne
Missouri	Jackson
Missouri	St. Louis City
New York	New York

State	County
Ohio	Cuyahoga
Pennsylvania	Allegheny
Pennsylvania	Philadelphia

Another \$8,476,641,567, or 12 per cent of the total volume, is accounted for by 13 additional counties showing business of \$500,000,000 to \$1,000,000,000 each. There are 52 counties each with a volume of business ranging from \$100,000,000 to \$500,000,000, which accounted for an additional \$10,084,690,374, or 15 per cent. The next 51 counties, each with business ranging from \$50,000,000 to \$100,000,000, contributed \$3,477,341,736, or 5 per cent. Altogether, 127 counties and independent cities in the United States, each with business of \$50,000,000 and over, contributed \$57,644,485,002, or 83 per cent of the total volume of wholesale trade for the United States.





WHOLESALE DISTRIBUTION

TABLE V.—WHOLESALE TRADE OF THE UNITED STATES, BY STATES AND COUNTIES

(An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals)

	Number of establishments	Net sales	Number of employees			Salaries and wages	Stocks on hand, end of year (at cost)	Number of establishments	Net sales	Number of employees			Salaries and wages	Stocks on hand, end of year (at cost)
			Total	Male	Female					Total	Male	Female		
<b>ALABAMA</b>														
Total	1,743	\$74,145,187	13,733	12,064	1,669	\$3,052,325	\$ollars 44,635,214							
Wholesalers only	785	\$71,006,354	9,036	7,845	1,191	\$3,227,370	\$ollars 27,262,072							
Other wholesale establishments	958	\$3,038,833	4,697	4,219	478	\$724,955	\$ollars 17,373,142							
Autauga	3	139,942	4	4		15,526	10,149							
Baldwin	21	1,719,990	76	68	8	91,631	51,715							
Barbour	20	3,004,907	111	106	5	121,895	127,596							
Bibb	8	612,839	8	7	1	26,412	26,372							
Bloount	11	854,919	17	15	2	31,539	40,641							
Bolivar	4	420,765	10	9	1	26,190	44,697							
Butler	14	2,614,399	42	39	3	96,667	116,765							
Calhoun	40	3,531,556	220	198	22	390,130	367,895							
Chambers	2	(X)	(X)	(X)		(X)	(X)							
Cherokee	4	266,914	6	6		24,435	13,099							
Chilton	19	1,695,668	60	57	3	61,399	115,517							
Chocoma	32	465,823	16	15	1	29,790	24,029							
Clarke	9	484,128	79	78		38,067	48,496							
Clay	8	785,529	8	8		23,117	19,289							
Coffee	1	(X)	(X)	(X)		(X)	(X)							
Colbert	20	2,627,208	65	63	2	69,725	98,338							
Colwell	1	1,756,594	39	36	3	111,499	147,911							
Cook	7	1,543,444	13	12	1	35,218	21,391							
Cook	3	899,228	9	8	1	12,698	39,945							
Covington	22	3,059,282	87	84	3	171,817	277,530							
Crenshaw	12	1,126,862	21	21		46,763	51,899							
Cullman	12	1,726,876	45	41	4	84,801	111,949							
Dale	23	1,786,217	37	37		59,219	57,439							
Dallas	49	17,969,907	396	341	45	575,898	1,260,441							
De Kalb	14	2,442,596	48	43	5	65,154	113,837							
Elmore	11	1,319,838	10	9	1	49,096	61,198							
Escambia	25	1,614,616	65	62	3	54,747	114,108							
Etowah	40	11,969,193	238	228	14	351,191	694,127							
Fayette	21	2,763,644	17	16	1	39,341	156,796							
Franklin	9	423,994	14	13	1	31,135	31,135							
Geneva	33	1,166,697	55	54	1	55,341	69,049							
Greene	13	866,158	29	29		22,698	45,998							
Hale	22	1,317,997	32	31	1	21,488	19,262							
Henry	7	379,254	5	5		22,455	26,096							
Houston	41	8,714,330	184	149	35	224,596	534,599							
Jackson	13	1,634,506	21	21		44,476	146,041							
Jefferson	447	259,361,720	8,724	7,788	936	11,908,379	19,808,661							
Lamar	9	359,649	12	11	1	20,572	23,523							
Lauderdale	40	7,398,096	261	242	19	398,163	461,256							
Lawrence	3	590,989	1	1		9,199	5,928							
Lee	14	2,099,430	46	45	1	149,224	234,267							
LeFlore	16	4,774,539	45	43	2	78,088	98,638							
Limestone	4	191,175	9	9		19,855	23,455							
Madison	17	1,020,159	19	18	1	37,967	61,437							
Madison	38	13,674,698	198	178	20	276,960	1,646,491							
Marion	11	819,354	47	47		97,140	832,358							
Marshall	12	679,272	21	20	1	59,941	73,418							
Mobile	131	53,435,500	1,739	1,578	211	2,854,643	8,437,147							
Monroe	6	297,502	7	7		4,430,071	19,928							
Montgomery	136	86,996,635	1,549	1,303	246	2,661,772	6,529,493							
Morgan	41	16,318,611	129	122	7	192,361	1,308,621							
Perry	14	1,779,442	16	15	1	27,999	91,064							
Pike	13	1,453,690	23	23		54,744	51,836							
Pike	25	2,517,849	124	72	52	124,266	290,412							
Randolph	12	896,498	17	17		53,136	126,395							
Russell	7	362,733	6	6		8,981	64,164							
St. Clair	4	191,496	4	4		21,781	11,187							
Shelby	19	431,981	9	9		26,094	13,885							
Sumter	17	819,744	19	19		28,766	86,852							
Talladega	23	5,282,994	93	85	8	187,308	324,203							
Tallapoosa	17	1,254,020	30	30		66,113	64,996							
Tuscaloosa	42	14,799,879	438	394	44	869,697	1,045,791							
Walker	15	1,769,529	47	45	2	91,518	127,876							
Washington	3	129,839	2	2		15,680	8,944							
Wilcox	4	173,303	5	5		19,621	15,619							
Winston	7	361,932	11	11		28,669	67,759							
<b>ARKANSAS</b>														
Total	2,052	\$73,074,089	8,463	7,634	829	\$ollars 12,194,542	\$ollars 30,660,980							
Wholesalers only	570	\$79,649,686	5,062	4,542	520	\$ollars 8,120,185	\$ollars 23,016,367							
Other wholesale establishments	1,482	\$13,424,403	3,401	3,092	309	\$ollars 4,074,357	\$ollars 7,644,613							
Arkansas	34	2,372,110	103	99	4	114,258	238,911							
Ashley	16	1,144,330	11	11		17,164	150,761							
Baxter	15	2,119,680	7	7		7,900	47,100							
Benton	60	3,900,667	139	129	10	187,013	523,001							
Benton	35	1,324,644	52	44	8	64,519	144,143							
Bradley	9	1,034,489	17	16	1	38,295	60,647							
Calhoun														
Carroll	25	1,300,116	39	36	3	50,127	179,740							
Chicot	21	6,664,719	135	130	5	187,754	544,856							
Clark	22	2,178,616	65	60	5	85,703	169,630							
Clay	14	1,016,590	26	25	1	30,054	30,523							
Cleburne	7	255,215	9	9		8,271	23,686							
Cleveland	2	(X)	(X)	(X)		(X)	(X)							
Columbia	32	4,101,998	60	48	12	69,522	182,498							
Conway	33	6,664,719	43	42	1	48,970	150,387							
Craighead	34	7,435,621	161	149	12	268,647	305,263							
Crawford	13	3,065,173	64	62	2	61,694	80,961							
Crittenden	39	1,836,489	119	117	2	80,498	99,120							
Cross	19	842,543	45	42	3	54,072	44,671							
Dallas		605,009	12	11	1	12,973	85,856							
Dallas	14	2,913,519	56	51	5	93,482	240,061							
Drew	33	328,250	13	13		19,614	22,149							
Franklin	17	2,494,319	52	49	3	88,475	180,231							
Franklin	10	170,852	7	7		9,328	17,485							
Fulton	3	547,451	13	13		6,070	77,019							
Garland	35	3,684,504	165	161	4	188,952	362,103							
Grant	7	322,891	12	12		15,333	63,686							
Greene	33	2,136,820	12	7	5	94,070	208,676							
Hempstead	19	6,025,280	66	60	6	109,949	188,425							
Hot Spring	7	658,016	22	22		41,246	62,614							
Howard	29	1,656,050	42	39	3	68,912	145,331							
Independence	37	5,457,718	116	106	10	165,398	656,961							
Izard	25	996,318	20	19	1	20,744	82,607							
Jackson	25	8,520,888	112	110	2	125,614	168,189							
Jefferson	83	38,271,212	421	375	46	616,445	1,274,689							
Johnson	17	820,592	13	13		10,805	86,555							
Lafayette	9	424,647	17	16	1	25,994	39,323							
Lawrence	21	3,170,185	31	30	1	35,833	125,028							
Lee	84	5,483,377	191	188	3	89,968	201,126							
Lincoln	5	219,919	17	17		8,987	5,721							
Little River	14	867,454	42	41	1	26,304	84,882							
Logan	34	814,209	28	28		26,663	48,816							
Lonoke	70	3,486,569	69	59	10	53,619	348,878							
Madison	10	776,221	50	46	4	75,000	109,979							
Marion	13	158,858	6	6		9,591	20,291							
Miller	20	9,119,503	334	305	29	533,426	1,968,040							
Mississippi	89	24,411,800	320	307	13	484,437	556,870							
Monroe	29	1,098,472	63	59	4	44,519	110,218							
Montgomery	6	305,883	9	9		24,328	33,287							
Nevada	9	1,211,656	18	10	8	35,685	87,971							
Newton	3	(X)	(X)	(X)		(X)	(X)							
Osage	19	2,633,028	66	61	5	124,205	215,817							
Perry	4	267,024	4	4		8,824	16,255							
Phillips	75	18,292,470	337	323	14	507,005	1,039,277							
Pike	20	438,293	3	3		43,787	43,787							
Poinsett	24	1,901,620	61	59	2	47,516	159,404							
Polk	14	611,639	28</											



WHOLESALE DISTRIBUTION

TABLE V.—WHOLESALE TRADE OF THE UNITED STATES, BY STATES AND COUNTIES—Continued

[An (x) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals]

	Number of establishments	Net sales	Number of employees			Salaries and wages	Stocks on hand, end of year (at cost)		Number of establishments	Net sales	Number of employees			Salaries and wages	Stocks on hand, end of year (at cost)	
			Total	Male	Female						Total	Male	Female			
<b>FLORIDA—Con.</b>																
		Dollars				Dollars	Dollars	<b>GEORGIA—Con.</b>							Dollars	Dollars
Harden	21	1,324,763	85	66	19	93,788	35,821	Dodge	17	1,848,077	45	42	3	73,629	54,000	
Henry	4	328,240	5	5		28,137	26,622	Doody	22	1,076,671	16	16		27,027	41,057	
Hernandez	8	485,898	73	67	6	57,409	13,195	Dougherty	42	23,842,317	588	545	43	821,351	1,400,123	
Highlands	15	817,856	57	47	10	118,296	36,293	Douglas	7	370,618	6	6		23,493	44,880	
Hillsborough	245	87,867,487	2,727	2,387	340	4,347,542	8,827,341	Early	9	2,023,183	20	19	1	42,634	14,800	
Holman	4	173,429	6	5	1	14,025	10,623	Echols	3	36,000	51	51		14,800	12,000	
Indian River	1	261,770	9	9		22,846	13,892	Effingham	4	162,545	4	4		17,468	6,627	
Jackson	30	2,569,987	66	64	2	94,116	187,170	Elbert	12	1,931,578	27	24	3	43,634	65,814	
Jefferson	13	472,432	22	22		49,564	34,783	Emmanuel	66	2,169,271	62	62		58,345	80,211	
Lafayette	2	(x)	(x)	(x)	(x)	(x)	(x)	Evans	12	706,470	19	19		40,079	40,599	
Lake	35	3,492,398	596	529	69	426,507	106,117	Evans	5	808,601	13	13		29,947	47,217	
Lee	15	2,214,243	122	111	12	184,311	91,950	Faulkner	5	85,377	2	2		1,979	2,911	
Leon	16	1,891,328	69	66	3	119,863	209,799	Floyd	40	14,544,131	220	196	24	392,932	1,171,543	
Levy	16	522,472	26	26		41,076	21,699	Forsyth	5	277,574	2	2		2,450	1,060	
Liberty	1	(x)	(x)	(x)	(x)	(x)	(x)	Franklin	17	1,870,991	37	35	2	38,222	42,687	
Madison	9	410,425	15	14	1	33,455	27,866	Fulton	753	503,425,625	12,074	9,956	2,118	22,033,180	30,042,687	
Manatee	30	4,292,035	296	261	35	344,376	125,521	Gilmer	11	291,016	10	10		13,137	14,313	
Marion	36	4,258,990	196	96	10	86,852	186,084	Gilsecok	1	(x)	(x)	(x)	(x)	(x)	(x)	
Martin	13	375,646	15	15		36,362	25,267	Glynn	34	19,828,030	410	163	253	268,341	515,704	
Monroe	25	2,536,223	74	70	4	121,614	157,159	Glendon	9	526,502	16	15	1	38,260	47,756	
Nassau	6	698,637	24	24		48,703	34,771	Grady	23	1,556,893	81	53	28	50,960	86,492	
Okaloosa	4	134,198	15	10		19,252	8,155	Greene	12	208,065	5	5		10,145	16,744	
Okechobee	13	422,893	29	26	3	40,028	34,152	Gwinnett	9	578,634	11	9	2	38,127	49,872	
Orange	62	15,997,784	1,962	1,429	473	1,177,251	675,303	Habersham	12	827,726	29	27	2	58,827	85,273	
Osceola	9	456,230	13	14	1	42,041	30,068	Hall	33	6,029,156	135	123	12	224,400	641,591	
Palm Beach	74	10,296,390	375	349	29	683,160	635,659	Hancock	32	483,217	10	16		23,246	10,564	
Pasco	26	491,364	80	79	1	63,302	24,024	Harrison	7	301,792	8	8		14,983	9,044	
Peach	76	9,510,002	606	718	88	848,432	556,378	Harris	3	106,021	2	2		10,825	5,119	
Petalum	94	16,838,181	2,622	1,966	656	1,924,465	878,710	Hart	28	1,063,902	28	26	2	31,270	46,918	
Pittman	26	4,976,106	194	129	65	216,700	169,357	Heard								
St. Johns	18	4,396,843	67	58	9	144,576	41,990	Henry	18	711,353	21	21		15,630	28,812	
St. Lucie	14	1,268,148	123	107	16	192,237	177,217	Houston	8	301,500	7	7		24,624	25,969	
Santa Rosa	5	248,892	8	8		15,374	6,884	Irwin	19	430,177	23	21	2	14,188	5,738	
Sarasota	17	1,726,694	73	71	2	111,004	80,321	Jackson	20	1,342,639	17	16	1	48,168	28,964	
Seminole	30	7,514,311	335	251	84	294,430	361,923	Jasper	7	397,326	11	10	1	14,178	44,931	
Shades	12	969,691	34	34		66,208	23,708	Jeff Davis	2	(x)	(x)	(x)	(x)	(x)	(x)	
Suwannee	12	823,983	44	43	1	55,721	41,157	Jefferson	32	1,417,215	28	28		40,744	77,696	
Taylor	9	818,172	21	21		72,159	82,118	Jenkins	18	483,822	19	19		24,890	31,130	
Union	1	(x)	(x)	(x)	(x)	(x)	(x)	Johnson	14	481,259	30	30		21,766	26,271	
Volusia	46	3,519,377	236	198	38	306,662	266,698	Jones	1	(x)	(x)	(x)	(x)	(x)	(x)	
Wakulla	2	(x)	(x)	(x)	(x)	(x)	(x)	Lamar	4	173,814	5	4	1	18,932	12,791	
Walton	8	364,817	11	10	1	33,413	26,791	Lanier	1	(x)	(x)	(x)	(x)	(x)	(x)	
Washington	5	263,334	20	20		43,110	34,645	Laurens	57	4,218,870	102	87	15	135,833	252,446	
<b>GEORGIA</b>																
Total	3,183	1,616,491,632	22,735	18,961	3,774	36,895,640	62,219,664	Lee	1	(x)	(x)	(x)	(x)	(x)	(x)	
Wholesalers only	1,676	415,437,286	11,026	9,180	1,846	16,772,491	37,587,216	Liberty	2	(x)	(x)	(x)	(x)	(x)	(x)	
Other wholesale establishments	2,167	601,058,346	11,709	9,781	1,928	20,123,149	24,632,448	Lincoln	3	305,162	3	3		6,304	13,344	
Applying	22	1,324,131	47	47		49,459	42,693	Long	1	(x)	(x)	(x)	(x)	(x)	(x)	
Atkinson	4	93,443	24	24		9,611	5,383	Lowndes	36	7,511,740	207	193	14	304,333	477,262	
Basson	4	269,216	7	7		15,950	13,645	Lumpkin	1	(x)	(x)	(x)	(x)	(x)	(x)	
Baker								McDuffie	14	552,790	7	6	1	28,095	10,485	
Baldwin	14	2,222,960	67	62	5	99,618	201,145	McIntosh	1	(x)	(x)	(x)	(x)	(x)	(x)	
Banks								Madison	14	1,348,198	24	23	1	30,726	125,674	
Barrow	25	1,609,226	15	12	3	24,640	59,824	Marion	2	(x)	(x)	(x)	(x)	(x)	(x)	
Bartow	25	3,296,746	69	64	5	107,449	186,561	Marietta	10	1,550,933	9	9		21,775	23,560	
Ben Hill	10	668,784	42	40	2	50,824	65,774	Miller	1	(x)	(x)	(x)	(x)	(x)	(x)	
Berrien	7	1,429,166	85	85		37,561	8,587	Milton	5	145,500	3	3		1,060	37,000	
Bibb	89	25,590,310	1,011	851	160	1,530,740	2,411,942	MitCHELL	14	1,458,114	46	40	6	75,408	97,143	
Blackley	23	615,794	20	18	2	17,034	33,185	Monroe	7	331,222	8	7	1	18,334	28,061	
Braniff	1	(x)	(x)	(x)	(x)	(x)	(x)	Montgomery	7	342,700	6	6		1,650	9,940	
Brooks	10	624,878	28	26	2	62,828	159,184	Morgan	12	808,234	23	23		19,389	63,842	
Bryan	3	88,272	2	2		3,235	10,527	Murray	6	292,374	8	8		4,469	8,064	
Bulloch	29	2,029,295	94	91	3	81,033	101,527	Muscogee	63	17,462,421	581	509	72	910,175	1,379,074	
Burke	15	2,262,990	27	26	1	63,223	161,121	Newton	20	1,530,274	38	37	1	49,181	106,287	
Butts	6	163,137	9	9		15,974	10,201	Oconee	3	79,375	5	4	1	5,512	11,001	
Calhoun	11	1,411,456	8	8		27,055	39,458	Oglethorpe	11	181,184	6	6		11,100	11,607	
Candler	4	2,181,989	5	5		13,555	25,594	Paulding	6	345,012	3	3		6,464	21,807	
Campbell	7	298,748	6	6		20,452	9,081	Peach	9	901,334	33	32	1	55,468	62,329	
Candler	15	1,229,736	69	68	1	36,302	54,555	Pickens								
Carroll	33	5,469,999	73	69	4	97,470	464,370	Pierce	12	368,479	40	40		2,856	18,122	
Catoosa								Pike	12	452,833	5	4	1	4,792	18,122	
Charlton	3	74,912	4	4		8,012	8,444	Polk	17	3,371,346	64	59	5	103,062	671,831	
Chatham	187	121,464,464	1,982	1,678	304	3,171,608	9,582,207	Pulaski	18	1,895,467	33	30	3	49,772	56,310	
Chattahoochee	2	(x)	(x)	(x)	(x)	(x)	(x)	Putnam	8	438,897	17	15	2	17,293	66,390	
Chattahoochee	2	(x)	(x)	(x)	(x)	(x)	(x)	Quitman	1	(x)	(x)	(x)	(x)	(x)	(x)	
Chattahoochee	2	(x)	(x)	(x)	(x)	(x)	(x)	Rabun	1	(x)	(x)	(x)	(x)	(x)	(x)	
Cherokee	8	964,142	22	21	1	57,885	198,446	Randolph	27	2,035,043	45	43	2	49,059	168,366	
Chick	43	17,529,012	257	249	7	386,322	631,093	Richmond	119	83						

UNITED STATES SUMMARY: 1929

TABLE V.—WHOLESALE TRADE OF THE UNITED STATES, BY STATES AND COUNTIES—Continued

[An (x) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals]

	Number of establishments	Net sales	Number of employees			Salaries and wages	Stocks on hand, end of year (at cost)		Number of establishments	Net sales	Number of employees			Salaries and wages	Stocks on hand, end of year (at cost)
			Total	Male	Female						Total	Male	Female		
<b>GEORGIA—Con.</b>							<b>ILLINOIS—Con.</b>								
Troup.....	30	4,599,109	160	150	10	281,051	517,013	Cumberland.....	8	157,781	7	6	1	9,314	11,557
Turner.....	4	146,519	4	4	-----	13,683	12,128	De Kalb.....	37	4,451,574	115	107	8	189,746	271,708
Twiggs.....	6	66,208	2	2	-----	5,645	5,503	De Witt.....	49	4,731,750	85	80	5	103,310	267,816
Union.....	1	59,100	6	6	-----	4,400	-----	Douglas.....	39	3,641,043	92	89	3	121,769	225,048
Upson.....	12	1,245,101	34	34	-----	56,557	77,513	Du Page.....	15	1,382,011	64	61	3	145,063	101,091
Walker.....	7	474,008	12	12	-----	65,432	40,422	Edgar.....	54	4,851,310	196	163	33	223,062	560,363
Walton.....	20	1,801,871	21	20	-----	44,224	66,570	Edwards.....	15	1,261,073	35	35	-----	38,969	55,470
Ware.....	4	7,281,656	103	95	-----	167,066	199,453	Effingham.....	26	1,983,841	70	63	7	90,653	271,835
Warren.....	4	1,933,130	54	53	-----	18,586	11,976	Fayette.....	30	2,340,513	76	69	7	81,681	83,591
Washington.....	41	1,841,864	18	18	-----	50,060	106,543	Ford.....	46	4,504,883	62	57	5	90,423	118,506
Wayne.....	8	87,733	2	2	-----	28,422	30,249	Franklin.....	44	3,187,456	116	104	12	212,051	351,852
Webster.....	2	(x)	(x)	(x)	(x)	(x)	(x)	Fulton.....	50	3,748,044	138	107	31	167,536	226,397
Wheeler.....	1	(x)	(x)	(x)	(x)	(x)	(x)	Gallatin.....	16	757,101	28	28	-----	30,687	39,708
White.....	18	1,298,904	33	31	-----	72,709	83,935	Greene.....	27	1,593,285	42	39	3	62,011	63,929
Whitfield.....	8	412,060	3	3	-----	5,867	11,859	Grundy.....	24	2,982,275	73	69	4	89,514	301,110
Wilcox.....	8	336,251	20	20	-----	36,541	40,968	Hamilton.....	13	685,963	24	24	-----	27,166	16,181
Wilkes.....	3	82,014	3	3	-----	10,101	7,054	Hancock.....	72	4,782,368	157	139	18	134,074	168,649
Wilkinson.....	3	900,335	11	11	-----	24,309	18,722	Hardin.....	3	134,182	4	4	-----	11,317	7,848
Worth.....	9	-----	-----	-----	-----	-----	-----	Henderson.....	16	1,292,160	12	12	-----	18,771	30,960
<b>IDAHO</b>							<b>INDIANA</b>								
Total.....	681	121,193,295	3,388	2,964	422	4,523,524	10,917,602	Henry.....	60	6,625,436	198	179	19	261,633	384,048
Wholesalers only.....	164	36,587,788	1,188	979	209	2,044,043	5,760,552	Jersey.....	88	10,571,870	198	184	14	244,531	549,955
Other wholesale establishments.....	517	84,605,507	2,199	1,985	213	2,479,481	5,157,050	Jackson.....	35	1,906,632	93	86	7	138,722	220,823
Ada.....	56	15,507,766	412	349	63	825,404	2,106,739	Jasper.....	17	1,321,573	52	46	6	44,855	67,047
Adams.....	4	91,190	5	5	-----	4,903	3,257	Jefferson.....	30	4,536,369	194	142	52	255,734	325,978
Bannock.....	42	8,492,966	328	279	47	519,505	1,444,846	Jersey.....	14	1,307,648	68	23	5	39,749	55,078
Bear Lake.....	14	374,394	15	14	-----	22,922	23,795	Jo Daviess.....	19	1,307,628	68	69	19	62,449	54,244
Beneviah.....	3	81,304	4	3	-----	8,632	11,679	Johnson.....	11	150,922	14	7	7	10,635	22,176
Bingham.....	28	2,156,213	79	75	4	94,321	382,245	Kane.....	105	19,680,311	703	638	65	1,317,992	1,778,759
Blaine.....	1	(x)	(x)	(x)	(x)	(x)	(x)	Kankakee.....	50	7,872,419	233	221	12	415,449	604,536
Boise.....	10	639,778	37	35	2	60,370	73,115	Kendall.....	20	2,600,160	74	61	13	89,848	140,874
Bonner.....	48	8,056,146	203	188	15	257,726	482,065	Knox.....	75	11,477,009	297	256	41	467,707	784,389
Bonneville.....	4	115,873	4	4	-----	12,643	13,893	Lake.....	47	6,125,976	212	198	14	407,509	379,219
Boundary.....	3	83,650	3	3	-----	6,202	8,811	La Salle.....	117	19,038,025	508	438	70	798,746	1,405,840
Butte.....	6	493,789	10	10	-----	8,811	103,383	Lawrence.....	32	2,412,336	106	96	10	170,175	236,859
Camas.....	3	82,780	4	4	-----	8,811	103,383	Lee.....	41	5,326,782	117	109	8	195,511	314,264
Canyon.....	44	8,161,930	249	198	51	311,804	490,286	Livingston.....	91	12,170,389	169	159	10	221,048	465,929
Caribou.....	2	(x)	(x)	(x)	(x)	(x)	(x)	Logan.....	58	7,995,782	275	241	34	350,452	376,769
Cassia.....	19	1,267,891	35	34	1	53,192	115,230	McDonough.....	42	8,869,908	194	141	53	239,568	359,319
Clark.....	2	(x)	(x)	(x)	(x)	(x)	(x)	McHenry.....	30	2,356,418	125	102	23	298,087	102,230
Clearwater.....	4	129,376	6	6	-----	10,115	17,526	McLean.....	120	26,467,225	696	608	88	1,118,540	2,588,135
Custer.....	1	(x)	(x)	(x)	(x)	(x)	(x)	Macon.....	125	30,831,841	762	647	115	1,182,268	1,863,798
Elmore.....	7	207,309	9	9	-----	17,588	15,641	Maecoupin.....	58	3,185,040	101	96	5	133,612	245,322
Franklin.....	8	715,537	30	28	2	41,476	47,664	Madison.....	70	9,164,518	338	301	37	528,579	612,179
Fremont.....	27	4,009,077	104	103	1	156,795	422,947	Marion.....	29	3,373,388	128	112	16	188,632	303,063
Gem.....	9	669,305	71	69	2	47,747	15,436	Marshall.....	35	2,874,576	60	54	6	71,688	283,862
Gooding.....	11	802,345	15	15	-----	26,298	33,860	Mason.....	53	3,477,438	87	84	3	102,628	221,072
Idaho.....	16	1,084,912	44	44	-----	51,829	67,608	Massac.....	9	791,878	31	25	6	49,603	89,326
Jefferson.....	18	1,368,210	125	85	40	89,425	116,022	Memard.....	27	2,163,780	85	68	17	86,018	143,828
Jerome.....	10	1,738,379	37	36	1	42,541	47,664	Mercer.....	15	783,075	35	19	16	39,725	64,852
Kootenai.....	19	1,005,124	48	38	10	60,581	114,623	Montgomery.....	12	687,414	23	23	-----	34,537	15,227
Latah.....	28	24,879,617	120	83	37	122,683	272,571	Morgan.....	38	1,915,636	74	69	5	103,337	159,029
Lemhi.....	6	205,981	5	5	-----	15,000	15,621	Moultrie.....	55	5,335,021	260	215	45	239,729	436,965
Lewis.....	15	1,463,366	44	43	1	63,465	62,845	Neola.....	47	3,087,932	112	107	5	127,276	146,043
Lincoln.....	8	492,150	11	11	-----	19,257	25,171	Ogle.....	247	101,453,899	2,308	2,308	503	4,755,002	7,626,701
Madison.....	15	1,193,471	37	37	-----	33,705	137,178	Perry.....	19	892,538	38	36	2	53,783	87,264
Minidoka.....	10	706,245	40	38	2	37,480	33,815	Pike.....	61	6,681,110	102	95	7	124,692	307,793
Nez Perce.....	38	9,007,701	325	279	46	520,360	1,283,874	Pope.....	47	2,168,063	74	72	2	96,588	103,026
Owaida.....	9	1,237,980	20	19	1	29,009	33,805	Pulaski.....	4	408,835	4	3	1	9,063	7,152
Owyhee.....	19	2,691,254	288	272	16	130,314	38,976	Putnam.....	11	1,206,172	20	20	-----	19,070	10,390
Payette.....	14	1,599,083	35	35	-----	51,392	317,974	Randolph.....	30	1,292,856	49	47	2	76,809	100,830
Power.....	10	3,179,167	104	76	28	182,306	579,047	Richland.....	24	1,791,239	78	75	3	64,278	148,009
Shoshone.....	14	508,027	15	15	-----	25,378	58,271	Rock Island.....	74	21,236,734	815	684	131	1,450,185	2,550,015
Teton.....	10	508,027	15	15	-----	25,378	58,271	St. Clair.....	189	266,792,459	3,770	3,296	480	6,037,116	5,628,968
Twin Falls.....	57	13,442,743	425	379	46	460,294	1,549,659	Saline.....	29	2,405,955	164	138	26	195,295	329,290
Valley.....	4	136,118	6	6	-----	14,485	26,162	Sangamon.....	175	43,554,581	1,129	992	137	1,916,203	2,300,288
Washington.....	18	2,392,349	32	28	4	72,310	237,796	Schuyler.....	7	528,873	20	19	1	31,285	22,690
<b>ILLINOIS</b>							<b>INDIANA</b>								
Total.....	11,587	6,861,067,302	164,581	132,438	32,093	841,523,391	418,757,130	Scott.....	13	1,403,940	21	20	1	22,215	67,339
Wholesalers only.....	5,132	2,300,326,843	80,886	63,596	17,290	167,547,154	246,039,307	Shelby.....	34	2,226,300	53	50	3	60,862	164,771
Other wholesale establishments.....	6,455	4,560,740,459	83,695	68,842	14,803	173,976,237	172,717,823	Stark.....	17	1,710,461	26	25	1	36,504	166,441
Adams.....	118	21,736,828	1,209	1,032	177	1,597,207	2,642,486	Stephenson.....	63	9,684,214	274	238	36	336,115	765,927
Alexander.....	51	13,234,895	494	439	55	628,391	1,413,508	Tazewell.....	79						

WHOLESALE DISTRIBUTION

TABLE V.—WHOLESALE TRADE OF THE UNITED STATES, BY STATES AND COUNTIES—Continued

(X) indicates that information was withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals

	Number of establishments	Net sales Dollars	Number of employees			Salaries and wages Dollars	Stocks on hand, end of year (at cost) Dollars	Number of establishments	Net sales Dollars	Number of employees			Salaries and wages Dollars	Stocks on hand, end of year (at cost) Dollars							
			Total	Male	Female					Total	Male	Female									
<b>KENTUCKY—Continued</b>																					
Madison	6	13,738,623	1,024	860	164	1,000,632	3,075,742	Rapides	45	14,711,878	465	431	34	689,990	1,268,693						
Madras	1	960,952	17	16	1	25,147	178,976	Red River	2	(X)	(X)	(X)	(X)	(X)	(X)						
Madras	2	(X)	(X)	(X)	(X)	(X)	(X)	Richland	9	1,959,908	53	53	2	78,748	111,533						
Madras	20	6,128,660	229	224	5	98,655	140,388	Sabine	9	913,184	27	25	2	39,536	70,563						
Madras	25	144,271	2	2	1	1,607	12,897	St. Bernard	7	4,958,017	86	85	1	117,253	128,894						
Madras	4	1,458,864	29	28	1	34,984	59,695	St. Charles	3	1,134,613	128	126	2	101,414	111,883						
Madras	13	9,665	6	6	1	10,145	5,365	St. Helena	4	8,000	1	1	1	1,000	1,000						
Madras	9	4,379,791	63	62	1	85,371	7,252,185	St. James	4	765,653	18	17	1	21,372	50,433						
Madras	3	124,664	3	3	1	13,170	4,595	St. John the Baptist	3	108,775	5	4	1	17,660	4,989						
Madras	1	(X)	(X)	(X)	(X)	(X)	(X)	St. Landry	53	10,983,085	301	294	7	316,870	487,235						
Madras	30	3,491,238	103	91	12	55,505	87,838	St. Martin	5	302,939	8	8	1	10,849	19,193						
Madras	3	37,304	1	1	1	1,080	1,100	St. Mary	14	2,680,362	102	187	5	263,689	607,611						
Madras	6	139,451	3	3	1	6,064	1,451	St. Tammany	13	557,604	31	29	2	40,590	72,993						
Madras	10	2,732,441	144	142	2	38,323	44,809	Tangipahoa	55	11,978,860	206	192	14	281,018	108,736						
Madras	19	338,207	3	3	1	11,674	11,791	Tensas	8	635,027	24	23	1	27,113	42,996						
Madras	15	1,738,836	76	50	26	69,215	209,170	Terrebonne	21	3,549,279	249	244	5	214,407	219,479						
Madras	8	398,839	25	25	1	17,533	12,820	Union	5	604,073	10	10	1	16,390	13,898						
Madras	19	632,261	14	12	1	16,650	16,700	Vernon	14	1,213,379	48	47	1	67,663	105,446						
Madras	3	85,236	3	3	1	19,365	10,282	Vermillion	9	1,197,157	45	42	3	76,127	94,322						
Madras	12	75,036	6	6	1	5,493	5,789	Washington	19	1,005,694	54	50	4	88,443	236,166						
Madras	5	84,994	2	2	1	777	777	Webster	12	1,509,851	34	33	1	99,291	81,670						
Madras	6	308,817	19	19	1	27,812	13,096	West Baton Rouge	1	(X)	(X)	(X)	(X)	(X)	(X)						
Madras	13	2,630,249	397	387	10	380,525	377,214	West Carroll	4	632,774	2	2	1	7,566	2,613						
Madras	28	3,436,196	68	65	3	119,593	397,248	West Feliciana	6	307,215	16	15	1	21,891	21,584						
Madras	1	(X)	(X)	(X)	(X)	(X)	(X)	West Feliciana	4	345,110	9	9	1	30,191	31,120						
Madras	19	1,742,949	100	93	16	139,260	204,212	<b>MAINE</b>													
Madras	6	254,528	10	10	1	2,834	5,832	Total	987	189,975,451	7,545	6,508	1,037	11,310,689	22,973,273						
Madras	2	(X)	(X)	(X)	(X)	(X)	(X)	Wholesalers only	521	104,863,919	4,834	3,981	853	7,846,012	14,738,718						
Madras	3	490,128	13	11	2	23,300	55,599	Other wholesale establishments	466	85,111,532	2,711	2,527	184	3,465,677	8,234,555						
Madras	3	43,000	4	3	1	1,405	1,579	Androscoggin	70	14,180,825	602	493	109	951,460	1,210,535						
Madras	75	646,429	39	37	2	27,645	23,976	Aroostook	237	28,042,696	1,236	1,184	52	1,088,304	3,536,241						
Madras	8	3,751,135	121	121	1	61,072	69,419	Cumberland	287	86,719,432	3,200	2,711	579	5,505,207	9,074,100						
Madras	19	1,451,743	356	353	23	48,870	70,626	Franklin	10	518,771	20	18	2	30,507	37,181						
Madras	2	(X)	(X)	(X)	(X)	(X)	(X)	Hancock	11	1,708,934	100	98	8	128,234	275,738						
Madras	13	440,188	24	24	1	35,474	29,401	Kennebec	40	7,911,133	245	216	29	359,773	741,600						
Madras	27	6,439,007	419	384	35	255,585	394,326	Knox	5	277,934	195	166	29	321,369	663,373						
Madras	5	785,216	12	11	1	17,170	25,094	Lincoln	9	629,801	59	58	1	57,134	57,601						
Madras	9	487,980	12	11	1	21,491	37,528	Oxford	25	1,931,126	55	49	6	68,126	97,631						
Madras	5	418,562	12	11	1	21,285	52,318	Penobscot	186	30,440,719	1,256	1,091	165	2,191,422	4,284,233						
Madras	14	1,820,269	55	52	3	74,379	194,871	Piscataquis	7	1,054,220	23	20	3	34,639	179,293						
Madras	1	(X)	(X)	(X)	(X)	(X)	(X)	Sagadahoc	10	829,502	20	19	1	84,782	96,492						
<b>LOUISIANA</b>																					
Total	1,729	336,197,023	17,493	15,296	2,267	29,336,618	59,965,569	Somerset	44	1,965,567	82	76	0	68,508	1,360,993						
Wholesalers only	862	395,736,904	11,035	9,538	1,467	17,688,188	36,437,476	Waldo	17	1,819,847	108	102	6	118,714	377,675						
Other wholesale establishments	847	430,460,069	6,458	5,688	770	11,648,430	23,528,113	Washington	16	2,144,336	105	78	27	112,046	537,296						
Acadia	24	6,465,717	172	165	7	164,894	263,221	York	34	4,144,608	143	129	14	229,344	497,601						
Allen	16	1,340,746	59	54	5	174,304	111,015	<b>MARYLAND</b>													
Assumption	12	1,810,552	78	72	6	105,704	89,604	Total	2,205	741,367,043	22,468	17,990	4,478	33,065,486	40,592,431						
Assumption	2	(X)	(X)	(X)	(X)	(X)	(X)	Wholesalers only	1,229	348,387,631	15,700	12,432	3,368	21,350,458	36,312,539						
Avery	11	1,296,835	50	49	1	90,982	154,463	Other wholesale establishments	970	392,979,412	6,078	5,558	1,120	11,715,028	13,279,892						
Beaufort	14	1,013,840	42	40	2	53,844	96,350	Allegany	61	14,143,491	518	461	55	781,066	1,100,548						
Beaufort	8	504,429	16	16	1	34,730	34,463	Anne Arundel	13	963,234	37	34	3	86,310	94,231						
Beaufort	2	(X)	(X)	(X)	(X)	(X)	(X)	Baltimore	8	1,019,777	62	61	1	67,168	26,624						
Beaufort	145	74,646,157	1,890	1,716	174	3,298,888	6,351,783	Baltimore city	1,589	651,095,082	18,465	15,042	3,423	29,350,997	45,115,911						
Beaufort	59	9,331,330	239	234	25	440,040	764,973	Calvert	10	409,045	68	61	7	27,104	20,677						
Beaufort	3	949,969	7	7	1	7,689	7,689	Caroline	23	8,382,804	71	65	6	98,875	141,149						
Beaufort	3	196,334	4	4	1	4,651	23,039	Carroll	32	2,231,095	67	64	3	64,505	68,911						
Beaufort	9	759,815	19	19	1	31,335	22,442	Cecil	10	609,404	23	22	1	39,096	46,023						
Beaufort	6	843,441	25	23	2	27,673	43,745	Charles	9	775,087	24	24	1	28,134	26,900						
Beaufort	18	1,647,831	29	28	1	60,793	80,994	Dorchester	62	2,098,243	780	825	455	201,116	223,948						
Beaufort	37	10,017,067	395	343	45	598,750	1,081,187	Frederick	63	5,098,103	289	224	15	330,060	424,101						
Beaufort	19	1,133,284	22	21	1	18,703	212,045	Garrett	8	709,423	19	18	1	26,920	32,627						
Beaufort	7	337,544	11	10	1	12,234	23,982	Harford	23	6,060,195	62	44	8	86,289	123,119						
Beaufort	12	1,537,661	28	28	1	40,501	100,090	Howard	6	251,830	7	7	1	4,670	10,063						
Beaufort	8	483,471	28	23	5	49,925	62,212	Kent	12	963,734	50	50	1	33,142	35,941						
Beaufort	19	3,671,289	111	98	13	143,908	331,563	Montgomery	33	1,404,908	51	44	7	67,989	73,732						
Beaufort	12	1,461,673	62	47	5	63,286	177,474	Prince Georges	11	837,808	28	28	1	42,408	55,805						
Beaufort	4	303,069	10	10	1	18,539	15,031	Queen Annes	14	809,756	20	17	3	17,928	18,233						
Beaufort	14	10,311,434	546	532	14	638,798	1,872,705	St. Marys	7	380,865	25	25	1	18,369	20,499						
Beaufort	20	2,398,830	64	58	6	89,742	151,472	Somerset	70	4,400,222	746	480	266	392,005	127,314						
Beaufort	34	4,145,429	158	154	4	156,612	204,846	Talbot	36	2,324,898	371	221	150	201,569	244,327						
Beaufort	13	2,333,742	39	37	2	120,277	173,837	Washington	75	26,889,092	523	474	49	803,374	1,177,291						
Beaufort	7	351,630	12	12	1	22,872	23,347	Wicomico	21	3,700,031	152	133	19	214,866	219,116						
Beaufort	10	6,027,860	60	54	6	140,773	214,888	Worcester	29	5,407,607	92	86	6	130,95							



UNITED STATES SUMMARY: 1929

TABLE V.—WHOLESALE TRADE OF THE UNITED STATES, BY STATES AND COUNTIES—Continued

[An (x) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals]

	Number of establishments	Net Sales		Number of employees			Salaries and wages	Stocks on hand, end of year (at cost)		Number of establishments	Net Sales		Number of employees			Salaries and wages	Stocks on hand, end of year (at cost)
		Dollars	Dollars	Total	Male	Female					Dollars	Dollars	Total	Male	Female		
<b>MASSACHUSETTS—Contd.</b>																	
Bristol	352	95,981,659	2,378	2,073	305	3,801,479	4,831,755										
Dukes	3	237,889	11	9	2	12,158	16,328										
Essex	424	92,945,067	3,269	2,780	489	5,635,815	8,611,652										
Franklin	38	3,901,074	139	130	9	238,677	391,290										
Hampden	264	140,371,078	4,491	3,663	828	8,046,642	9,818,785										
Hampshire	360	3,456,122	163	163	4	282,521	223,273										
Middlesex	405	163,403,890	6,505	5,398	1,107	11,992,123	16,639,575										
Nantucket	1	19,599,781	642	549	93	1,511,604	3,083,095										
Norfolk	118	40,287,350	943	777	166	1,421,925	3,864,189										
Plymouth	118	40,287,350	943	777	166	1,421,925	3,864,189										
Suffolk	3,788	2,367,219,241	19,864	18,565	11,299	105,485,831	163,892,393										
Worcester	387	97,692,659	3,824	3,214	610	6,392,234	8,007,279										
<b>MICHIGAN</b>																	
Total	5,272	2,172,408,543	47,406	38,425	9,981	97,087,110	118,537,006										
<b>MICHIGAN—Continued</b>																	
Wholesalers only	1,083	981,384,274	22,209	18,220	3,989	36,323,497	45,507,902										
Other wholesale establishments	4,189	1,191,024,269	25,197	20,205	5,992	60,763,613	73,029,104										
<b>MINNESOTA</b>																	
Total	5,272	2,172,408,543	47,406	38,425	9,981	97,087,110	118,537,006										
<b>MINNESOTA—Continued</b>																	
Wholesalers only	1,083	981,384,274	22,209	18,220	3,989	36,323,497	45,507,902										
Other wholesale establishments	4,189	1,191,024,269	25,197	20,205	5,992	60,763,613	73,029,104										
<b>Other States</b>																	
Alaska	11	298,492	17	16	1	25,432	44,197										
Alaska	31	1,459,629	95	85	3	50,877	119,152										
Alaska	37	1,989,324	70	68	2	84,466	166,637										
Alaska	36	3,710,670	129	113	16	180,466	221,765										
Alaska	32	3,691,744	122	117	5	175,809	456,318										
Alaska	43	2,990,872	71	56	15	86,018	138,060										
Alaska	90	12,421,514	480	406	77	732,044	1,387,429										
Alaska	69	6,378,136	170	149	21	267,997	228,549										
Alaska	18	712,288	19	18	1	39,215	54,248										
Alaska	23	1,496,840	46	45	1	72,222	80,583										
Alaska	27	595,269	40	41	1	34,648	91,537										
Alaska	47	4,635,109	120	101	19	138,128	240,394										
Alaska	40	832,281	46	46	1	51,741	322,549										
Alaska	89	6,168,189	251	242	9	294,574	812,796										
Alaska	16	579,538	18	18	1	22,346	30,635										
Alaska	2	(x)	(x)	(x)	(x)	(x)	(x)										
Alaska	43	4,422,291	52	50	2	82,369	123,425										
Alaska	26	2,606,810	72	63	9	135,106	177,049										
Alaska	78	194,335,448	1,020	971	49	2,036,186	6,563,073										
Alaska	35	3,961,575	39	37	3	51,388	69,240										
Alaska	45	3,450,067	74	64	10	84,054	188,627										
Alaska	67	4,584,829	145	126	19	160,320	171,004										
Alaska	67	4,584,829	145	126	19	160,320	171,004										
Alaska	54	6,159,867	368	329	39	328,536	546,077										
Alaska	48	5,933,571	208	192	16	445,756	445,071										
Alaska	42	3,098,897	82	82	1	65,624	167,576										
Alaska	1,348	848,931,313	17,749	14,333	3,416	32,097,442	90,461,940										
Alaska	15	1,327,296	20	20	1	23,417	34,905										
Alaska	26	624,492	43	42	1	37,871	111,700										
Alaska	39	916,906	59	51	2	55,589	275,590										
Alaska	28	1,422,594	80	77	3	117,660	159,205										
Alaska	36	4,066,598	47	47	1	64,725	87,284										
Alaska	14	258,997	19	19	1	37,929	37,929										
Alaska	68	5,251,018	122	109	13	156,764	324,676										
Alaska	43	2,054,614	53	53	1	48,320	184,072										
Alaska	15	684,936	18	16	2	28,806	60,372										
Alaska	54	3,593,159	54	54	1	128,431	128,431										
Alaska	2	(x)	(x)	(x)	(x)	(x)	(x)										
Alaska	9	574,407	25	23	2	39,521	128,563										
Alaska	28	1,433,725	43	42	1	65,188	155,483										
Alaska	32	3,400,832	70	57	13	72,751	185,157										
Alaska	79	9,696,581	255	204	51	300,794	889,765										
Alaska	37	3,215,875	53	53	1	79,461	126,099										
Alaska	13	441,265	12	12	1	14,635	46,858										
Alaska	71	3,325,863	75	75	1	92,311	221,925										
Alaska	64	5,635,936	102	89	13	163,475	364,691										
Alaska	42	3,958,336	102	89	13	163,475	364,691										
Alaska	31	870,070	45	43	2	62,312	142,142										
Alaska	43	1,728,374	66	64	2	118,278	180,249										
Alaska	46	2,948,325	89	84	5	128,177	214,699										
Alaska	27	2,791,432	40	40	1	57,211	117,624										
Alaska	15	826,122	23	21	2	32,361	139,260										
Alaska	41	4,222,590	64	61	3	107,657	239,019										
Alaska	70	3,191,958	154	134	1	105,355	193,567										
Alaska	40	3,460,904	109	100	9	171,131	318,303										
Alaska	88	5,140,372	157	147	10	164,658	312,906										
Alaska	20	3,451,456	78	68	10	124,078	211,531										
Alaska	31	564,349	42	41	1	50,168	117,939										
Alaska	44	6,364,057	213	162	51	221,499	349,779										
Alaska	117	7,312,927	269	249	20	353,510	697,208										
Alaska	29	2,314,596	50	48	2	58,339	158,601										
Alaska	470	221,822,557	7,824	6,383	1,441	12,670,900	24,145,134										
Alaska	18	675,892	22	22	1	26,467	85,096										
Alaska	85	8,220,078	110	108	2	135,492	271,125										
Alaska	76	7,063,249	169	169	1	137,512	207,097										
Alaska	30	2,727,946	98	77	21	120,883	139,858										
Alaska	33	2,731,842	45	45	2	60,372	163,398										
Alaska	21	1,033,362	84	83	1	88,460	57,015										
Alaska	244	175,867,434	3,426	2,846	580	5,794,864	12,602,001</										

# WHOLESALE DISTRIBUTION

TABLE V.—WHOLESALE TRADE OF THE UNITED STATES, BY STATES AND COUNTIES—Continued

(In case of a column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals)

State	Number of establishments	Net sales	Number of employees			Salaries and wages	Stocks on hand, end of year (at cost)	Number of establishments	Net sales	Number of employees			Salaries and wages	Stocks on hand, end of year (at cost)																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																														
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Total		6,874,361,720,921	79,498	63,880	15,608	145,871,050	6,874,361,720,921	79,498	63,880	15,608	145,871,050	6,874,361,720,921	79,498	63,880	15,608																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																													
Wholesalers only		2,591,120,600,928	45,210	35,200	10,010	81,975,026	2,591,120,600,928	45,210	35,200	10,010	81,975,026	2,591,120,600,928	45,210	35,200	10,010																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																													
Other wholesale establishments		4,083,241,060,893	34,269	28,480	5,789	63,896,024	4,083,241,060,893	34,269	28,480	5,789	63,896,024	4,083,241,060,893	34,269	28,480	5,789																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																													
<table border="0" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 15%;"></td> <td style="width: 10%;"></td> <td style="width: 15%;">Adair</td> <td style="width: 10%;">28</td> <td style="width: 15%;">2,527,871</td> <td style="width: 10%;">81</td> <td style="width: 10%;">75</td> <td style="width: 10%;">6</td> <td style="width: 10%;">100,025</td> <td style="width: 10%;">241,160</td> </tr> <tr> <td></td> <td></td> <td>Andrew</td> <td>15</td> <td>385,175</td> <td>14</td> <td>13</td> <td>1</td> <td>24,618</td> <td>21,000</td> </tr> <tr> <td></td> <td></td> <td>Atchison</td> <td>20</td> <td>1,471,250</td> <td>31</td> <td>31</td> <td>---</td> <td>37,600</td> <td>47,600</td> </tr> <tr> <td></td> <td></td> <td>Audrain</td> <td>23</td> <td>1,488,293</td> <td>47</td> <td>45</td> <td>2</td> <td>67,577</td> <td>104,328</td> </tr> <tr> <td></td> <td></td> <td>Barry</td> <td>40</td> <td>3,370,988</td> <td>60</td> <td>55</td> <td>5</td> <td>84,410</td> <td>180,410</td> </tr> <tr> <td></td> <td></td> <td>Barton</td> <td>41</td> <td>2,257,557</td> <td>117</td> <td>95</td> <td>22</td> <td>97,006</td> <td>128,900</td> </tr> <tr> <td></td> <td></td> <td>Bates</td> <td>37</td> <td>1,525,110</td> <td>59</td> <td>58</td> <td>1</td> <td>65,243</td> <td>90,600</td> </tr> <tr> <td></td> <td></td> <td>Benton</td> <td>16</td> <td>1,098,534</td> <td>30</td> <td>29</td> <td>1</td> <td>38,891</td> <td>61,682</td> </tr> <tr> <td></td> <td></td> <td>Bollinger</td> <td>12</td> <td>407,284</td> <td>44</td> <td>40</td> <td>4</td> <td>37,384</td> <td>18,300</td> </tr> <tr> <td></td> <td></td> <td>Boone</td> <td>22</td> <td>2,532,807</td> <td>147</td> <td>133</td> <td>14</td> <td>203,082</td> <td>268,000</td> </tr> <tr> <td></td> <td></td> <td>Buchanan</td> <td>210</td> <td>207,787,966</td> <td>4,248</td> <td>3,552</td> <td>696</td> <td>6,282,069</td> <td>10,937,140</td> </tr> <tr> <td></td> <td></td> <td>Butler</td> <td>35</td> <td>4,470,020</td> <td>185</td> <td>172</td> <td>13</td> <td>186,655</td> <td>182,660</td> </tr> <tr> <td></td> <td></td> <td>Caldwell</td> <td>23</td> <td>742,541</td> <td>39</td> <td>34</td> <td>5</td> <td>46,075</td> <td>60,500</td> </tr> <tr> <td></td> <td></td> <td>Callaway</td> <td>22</td> <td>907,270</td> <td>39</td> <td>35</td> <td>4</td> <td>46,489</td> <td>48,100</td> </tr> <tr> <td></td> <td></td> <td>Camden</td> <td>5</td> <td>81,681</td> <td>7</td> <td>7</td> <td>---</td> <td>4,887</td> <td>1,075</td> </tr> <tr> <td></td> <td></td> <td>Cape Girardeau</td> <td>31</td> <td>6,040,610</td> <td>145</td> <td>133</td> <td>12</td> <td>193,339</td> <td>284,241</td> </tr> <tr> <td></td> <td></td> <td>Carroll</td> <td>37</td> <td>2,795,528</td> <td>82</td> <td>70</td> <td>12</td> <td>95,407</td> <td>188,000</td> </tr> <tr> <td></td> <td></td> <td>Carter</td> <td>4</td> <td>(x)</td> <td>(x)</td> <td>(x)</td> <td>(x)</td> <td>(x)</td> <td>(x)</td> </tr> <tr> <td></td> <td></td> <td>Cass</td> <td>33</td> <td>1,812,810</td> <td>36</td> <td>35</td> <td>1</td> <td>79,993</td> <td>74,075</td> </tr> <tr> <td></td> <td></td> <td>Cedar</td> <td>18</td> <td>1,074,484</td> <td>18</td> <td>18</td> <td>---</td> <td>20,946</td> <td>40,310</td> </tr> <tr> <td></td> <td></td> <td>Chariton</td> <td>27</td> <td>1,274,200</td> <td>50</td> <td>45</td> <td>5</td> <td>56,217</td> <td>82,910</td> </tr> <tr> <td></td> <td></td> <td>Christian</td> <td>25</td> <td>685,032</td> <td>12</td> <td>11</td> <td>1</td> <td>22,145</td> <td>37,400</td> </tr> <tr> <td></td> <td></td> <td>Clark</td> <td>25</td> <td>2,050,673</td> <td>72</td> <td>61</td> <td>11</td> <td>55,098</td> <td>78,574</td> </tr> <tr> <td></td> <td></td> <td>Clay</td> <td>36</td> <td>18,240,077</td> <td>209</td> <td>255</td> <td>44</td> <td>602,550</td> <td>3,463,400</td> </tr> <tr> <td></td> <td></td> <td>Clinton</td> <td>25</td> <td>1,898,923</td> <td>85</td> <td>39</td> <td>46</td> <td>75,730</td> <td>104,800</td> </tr> <tr> <td></td> <td></td> <td>Cole</td> <td>35</td> <td>1,888,058</td> <td>85</td> <td>81</td> <td>4</td> <td>121,433</td> <td>181,000</td> </tr> <tr> <td></td> <td></td> <td>Cooper</td> <td>30</td> <td>3,424,430</td> <td>98</td> <td>87</td> <td>11</td> <td>138,450</td> <td>182,600</td> </tr> <tr> <td></td> <td></td> <td>Crawford</td> <td>11</td> <td>315,568</td> <td>29</td> <td>10</td> <td>13</td> <td>15,908</td> <td>15,440</td> </tr> <tr> <td></td> <td></td> <td>Dade</td> <td>13</td> <td>603,452</td> <td>23</td> <td>21</td> <td>2</td> <td>30,288</td> <td>45,400</td> </tr> <tr> <td></td> <td></td> <td>Dallas</td> <td>6</td> <td>250,474</td> <td>14</td> <td>12</td> <td>2</td> <td>9,428</td> <td>14,700</td> </tr> <tr> <td></td> <td></td> <td>Daviess</td> <td>13</td> <td>408,163</td> <td>19</td> <td>18</td> <td>1</td> <td>27,190</td> <td>29,000</td> </tr> <tr> <td></td> <td></td> <td>De Kalb</td> <td>20</td> <td>858,144</td> <td>65</td> <td>53</td> <td>12</td> <td>50,652</td> <td>64,000</td> </tr> <tr> <td></td> <td></td> <td>Dent</td> <td>12</td> <td>742,065</td> <td>18</td> <td>17</td> <td>1</td> <td>29,270</td> <td>31,700</td> </tr> <tr> <td></td> <td></td> <td>Douglas</td> <td>5</td> <td>324,173</td> <td>8</td> <td>6</td> <td>2</td> <td>17,549</td> <td>43,000</td> </tr> <tr> <td></td> <td></td> <td>Dunklin</td> <td>72</td> <td>6,022,617</td> <td>123</td> <td>119</td> <td>4</td> <td>180,038</td> <td>249,000</td> </tr> <tr> <td></td> <td></td> <td>Franklin</td> <td>33</td> <td>1,264,937</td> <td>62</td> <td>48</td> <td>4</td> <td>80,462</td> <td>95,000</td> </tr> <tr> <td></td> <td></td> <td>Gasconade</td> <td>15</td> <td>634,040</td> <td>22</td> <td>21</td> <td>1</td> <td>32,147</td> <td>40,000</td> </tr> <tr> <td></td> <td></td> <td>Gentry</td> <td>32</td> <td>3,051,492</td> <td>91</td> <td>77</td> <td>14</td> <td>101,551</td> <td>189,000</td> </tr> <tr> <td></td> <td></td> <td>Greene</td> <td>117</td> <td>43,539,871</td> <td>1,258</td> <td>920</td> <td>338</td> <td>1,658,617</td> <td>3,076,000</td> </tr> <tr> <td></td> <td></td> <td>Grundy</td> <td>28</td> <td>3,372,756</td> <td>155</td> <td>104</td> <td>61</td> <td>113,026</td> <td>167,700</td> </tr> <tr> <td></td> <td></td> <td>Harrison</td> <td>44</td> <td>2,730,897</td> <td>66</td> <td>59</td> <td>7</td> <td>65,101</td> <td>60,700</td> </tr> <tr> <td></td> <td></td> <td>Henry</td> <td>40</td> <td>3,501,002</td> <td>270</td> <td>167</td> <td>103</td> <td>205,990</td> <td>290,000</td> </tr> <tr> <td></td> <td></td> <td>Hickory</td> <td>9</td> <td>590,047</td> <td>17</td> <td>14</td> <td>3</td> <td>22,954</td> <td>20,700</td> </tr> <tr> <td></td> <td></td> <td>Holt</td> <td>17</td> <td>635,207</td> <td>22</td> <td>21</td> <td>1</td> <td>33,248</td> <td>37,275</td> </tr> <tr> <td></td> <td></td> <td>Howard</td> <td>21</td> <td>1,821,968</td> <td>49</td> <td>35</td> <td>14</td> <td>53,007</td> <td>65,674</td> </tr> <tr> <td></td> <td></td> <td>Howell</td> <td>77</td> <td>3,412,210</td> <td>87</td> <td>75</td> <td>12</td> <td>122,728</td> <td>412,300</td> </tr> <tr> <td></td> <td></td> <td>Iron</td> <td>6</td> <td>189,444</td> <td>5</td> <td>5</td> <td>---</td> <td>13,073</td> <td>22,610</td> </tr> <tr> <td></td> <td></td> <td>Jackson</td> <td>1,704</td> <td>1,408,793,238</td> <td>24,545</td> <td>19,908</td> <td>4,636</td> <td>47,347,476</td> <td>85,218,000</td> </tr> <tr> <td></td> <td></td> <td>Jasper</td> <td>140</td> <td>80,463,230</td> <td>1,022</td> <td>915</td> <td>107</td> <td>1,641,328</td> <td>2,648,000</td> </tr> <tr> <td></td> <td></td> <td>Jefferson</td> <td>13</td> <td>841,728</td> <td>38</td> <td>32</td> <td>6</td> <td>50,695</td> <td>49,800</td> </tr> <tr> <td></td> <td></td> <td>Johnson</td> <td>38</td> <td>2,066,273</td> <td>64</td> <td>58</td> <td>6</td> <td>74,605</td> <td>146,700</td> </tr> <tr> <td></td> <td></td> <td>Knox</td> <td>15</td> <td>1,075,270</td> <td>44</td> <td>44</td> <td>---</td> <td>25,637</td> <td>28,700</td> </tr> <tr> <td></td> <td></td> <td>Laclede</td> <td>15</td> <td>1,208,645</td> <td>49</td> <td>42</td> <td>7</td> <td>69,440</td> <td>136,940</td> </tr> <tr> <td></td> <td></td> <td>Lafayette</td> <td>51</td> <td>3,851,115</td> <td>101</td> <td>99</td> <td>2</td> <td>140,315</td> <td>218,710</td> </tr> <tr> <td></td> <td></td> <td>Lawrence</td> <td>31</td> <td>1,425,425</td> <td>62</td> <td>58</td> <td>4</td> <td>78,716</td> <td>113,900</td> </tr> <tr> <td></td> <td></td> <td>Lewis</td> <td>21</td> <td>1,487,772</td> <td>41</td> <td>35</td> <td>6</td> <td>48,599</td> <td>48,210</td> </tr> <tr> <td></td> <td></td> <td>Lincoln</td> <td>21</td> <td>1,551,340</td> <td>67</td> <td>54</td> <td>13</td> <td>82,511</td> <td>127,000</td> </tr> <tr> <td></td> <td></td> <td>Linn</td> <td>20</td> <td>981,055</td> <td>32</td> <td>30</td> <td>2</td> <td>46,810</td> <td>60,100</td> </tr> <tr> <td></td> <td></td> <td>Livingston</td> <td>28</td> <td>4,852,847</td> <td>186</td> <td>127</td> <td>59</td> <td>225,337</td> <td>153,000</td> </tr> <tr> <td></td> <td></td> <td>McDonald</td> <td>13</td> <td>456,744</td> <td>13</td> <td>13</td> <td>---</td> <td>21,060</td> <td>21,000</td> </tr> <tr> <td></td> <td></td> <td>Macon</td> <td>41</td> <td>4,369,871</td> <td>91</td> <td>79</td> <td>12</td> <td>104,201</td> <td>177,000</td> </tr> <tr> <td></td> <td></td> <td>Madison</td> <td>12</td> <td>290,334</td> <td>13</td> <td>12</td> <td>1</td> <td>21,617</td> <td>27,100</td> </tr> <tr> <td></td> <td></td> <td>Marion</td> <td>6</td> <td>139,690</td> <td>6</td> <td>6</td> <td>---</td> <td>5,801</td> <td>9,200</td> </tr> <tr> <td></td> <td></td> <td>Mercer</td> <td>35</td> <td>5,255,765</td> <td>172</td> <td>149</td> <td>23</td> <td>235,435</td> <td>406,240</td> </tr> <tr> <td></td> <td></td> <td>Miller</td> <td>18</td> <td>812,336</td> <td>15</td> <td>11</td> <td>4</td> <td>16,169</td> <td>16,700</td> </tr> <tr> <td></td> <td></td> <td>Mississippi</td> <td>14</td> <td>397,655</td> <td>21</td> <td>21</td> <td>---</td> <td>16,925</td> <td>20,800</td> </tr> <tr> <td></td> <td></td> <td>Moniteau</td> <td>22</td> <td>1,711,762</td> <td>61</td> <td>59</td> <td>2</td> <td>51,893</td> <td>100,570</td> </tr> <tr> <td></td> <td></td> <td>Monroe</td> <td>26</td> <td>1,709,993</td> <td>102</td> <td>69</td> <td>33</td> <td>95,976</td> <td>67,400</td> </tr> <tr> <td></td> <td></td> <td>Montgomery</td> <td>16</td> <td>6,172,951</td> <td>276</td> <td>237</td> <td>39</td> <td>201,537</td> <td>164,000</td> </tr> <tr> <td></td> <td></td> <td>Morgan</td> <td>26</td> <td>491,540</td> <td>18</td> <td>18</td> <td>---</td> <td>33,243</td> <td>30,800</td> </tr> <tr> <td></td> <td></td> <td>New Madrid</td> <td>17</td> <td>957,807</td> <td>31</td> <td>29</td> <td>2</td> <td>40,453</td> <td>67,000</td> </tr> <tr> <td></td> <td></td> <td>Newton</td> <td>36</td> <td>2,738,874</td> <td>106</td> <td>106</td> <td>---</td> <td>98,595</td> <td>244,000</td> </tr> <tr> <td></td> <td></td> <td>Nodaway</td> <td>44</td> <td>2,429,751</td> <td>90</td> <td>74</td> <td>16</td> <td>85,878</td> <td>122,000</td> </tr> <tr> <td></td> <td></td> <td>Oregon</td> <td>40</td> <td>2,061,027</td> <td>88</td> <td>83</td> <td>5</td> <td>102,859</td> <td>122,000</td> </tr> <tr> <td></td> <td></td> <td>Osage</td> <td>35</td> <td>858,890</td> <td>21</td> <td>20</td> <td>1</td> <td>11,883</td> <td>110,140</td> </tr> <tr> <td></td> <td></td> <td>Ozark</td> <td>13</td> <td>919,368</td> <td>27</td> <td>26</td> <td>1</td> <td>27,867</td> <td>41,600</td> </tr> <tr> <td></td> <td></td> <td>Osage</td> <td>11</td> <td>80,752</td> <td>2</td> <td>2</td> <td>---</td> <td>7,609</td> <td>1,500</td> </tr> <tr> <td></td> <td></td> <td>Perry</td> <td>43</td> <td>6,149,534</td> <td>100</td> <td>96</td> <td>4</td> <td>99,317</td> <td>178,000</td> </tr> <tr> <td></td> <td></td> <td>Pettis</td> <td>7</td> <td>25,207</td> <td>10</td> <td>10</td> <td>---</td> <td>16,382</td> <td>16,200</td> </tr> <tr> <td></td> <td></td> <td>Phelps</td> <td>33</td> <td>12,564,654</td> <td>504</td> <td>297</td> <td>207</td> <td>617,416</td> <td>838,275</td> </tr> <tr> <td></td> <td></td> <td>Pike</td> <td>39</td> <td>2,042,099</td> <td>138</td> <td>86</td> <td>52</td> <td>107,188</td> <td>181,500</td> </tr> <tr> <td></td> <td></td> <td>Platte</td> <td>27</td> <td>1,480,232</td> <td>61</td> <td>54</td> <td>7</td> <td>79,093</td> <td>106,700</td> </tr> <tr> <td></td> <td></td> <td>Polk</td> <td>20</td> <td>1,611,528</td> <td>30</td> <td>28</td> <td>2</td> <td>73,600</td> <td>78,000</td> </tr> <tr> <td></td> <td></td> <td>Pulaski</td> <td>25</td> <td>3,735,348</td> <td>91</td> <td>79</td> <td>12</td> <td>103,891</td> <td>138,700</td> </tr> <tr> <td></td> <td></td> <td>Putnam</td> <td>51</td> <td>1,566,041</td> <td>47</td> <td>43</td> <td>4</td> <td>47,670</td> <td>48,400</td> </tr> <tr> <td></td> <td></td> <td>Rails</td> <td>8</td> <td>728,618</td> <td>29</td> <td>25</td> <td>4</td> <td>24,269</td> <td>48,200</td> </tr> <tr> <td></td> <td></td> <td>Randolph</td> <td>20</td> <td>236,370</td> <td>9</td> <td>9</td> <td>---</td> <td>12,937</td> <td>10,200</td> </tr> <tr> <td></td> <td></td> <td>Ray</td> <td>33</td> <td>2,519,568</td> <td>112</td> <td>97</td> <td>15</td> <td>152,179</td> <td>277,200</td> </tr> <tr> <td></td> <td></td> <td>Reynolds</td> <td>20</td> <td>1,051,050</td> <td>88</td> <td>85</td> <td>3</td> <td>39,555</td> <td>64,100</td> </tr> <tr> <td></td> <td></td> <td>Ripley</td> <td>6</td> <td>(x)</td> <td>(x)</td> <td>(x)</td> <td>(x)</td> <td>(x)</td> <td>(x)</td> </tr> <tr> <td></td> <td></td> <td></td> <td>1</td> <td>455,218</td> <td>16</td> <td>15</td> <td>1</td> <td>27,790</td> <td>22,800</td> </tr> </table>																	Adair	28	2,527,871	81	75	6	100,025	241,160			Andrew	15	385,175	14	13	1	24,618	21,000			Atchison	20	1,471,250	31	31	---	37,600	47,600			Audrain	23	1,488,293	47	45	2	67,577	104,328			Barry	40	3,370,988	60	55	5	84,410	180,410			Barton	41	2,257,557	117	95	22	97,006	128,900			Bates	37	1,525,110	59	58	1	65,243	90,600			Benton	16	1,098,534	30	29	1	38,891	61,682			Bollinger	12	407,284	44	40	4	37,384	18,300			Boone	22	2,532,807	147	133	14	203,082	268,000			Buchanan	210	207,787,966	4,248	3,552	696	6,282,069	10,937,140			Butler	35	4,470,020	185	172	13	186,655	182,660			Caldwell	23	742,541	39	34	5	46,075	60,500			Callaway	22	907,270	39	35	4	46,489	48,100			Camden	5	81,681	7	7	---	4,887	1,075			Cape Girardeau	31	6,040,610	145	133	12	193,339	284,241			Carroll	37	2,795,528	82	70	12	95,407	188,000			Carter	4	(x)	(x)	(x)	(x)	(x)	(x)			Cass	33	1,812,810	36	35	1	79,993	74,075			Cedar	18	1,074,484	18	18	---	20,946	40,310			Chariton	27	1,274,200	50	45	5	56,217	82,910			Christian	25	685,032	12	11	1	22,145	37,400			Clark	25	2,050,673	72	61	11	55,098	78,574			Clay	36	18,240,077	209	255	44	602,550	3,463,400			Clinton	25	1,898,923	85	39	46	75,730	104,800			Cole	35	1,888,058	85	81	4	121,433	181,000			Cooper	30	3,424,430	98	87	11	138,450	182,600			Crawford	11	315,568	29	10	13	15,908	15,440			Dade	13	603,452	23	21	2	30,288	45,400			Dallas	6	250,474	14	12	2	9,428	14,700			Daviess	13	408,163	19	18	1	27,190	29,000			De Kalb	20	858,144	65	53	12	50,652	64,000			Dent	12	742,065	18	17	1	29,270	31,700			Douglas	5	324,173	8	6	2	17,549	43,000			Dunklin	72	6,022,617	123	119	4	180,038	249,000			Franklin	33	1,264,937	62	48	4	80,462	95,000			Gasconade	15	634,040	22	21	1	32,147	40,000			Gentry	32	3,051,492	91	77	14	101,551	189,000			Greene	117	43,539,871	1,258	920	338	1,658,617	3,076,000			Grundy	28	3,372,756	155	104	61	113,026	167,700			Harrison	44	2,730,897	66	59	7	65,101	60,700			Henry	40	3,501,002	270	167	103	205,990	290,000			Hickory	9	590,047	17	14	3	22,954	20,700			Holt	17	635,207	22	21	1	33,248	37,275			Howard	21	1,821,968	49	35	14	53,007	65,674			Howell	77	3,412,210	87	75	12	122,728	412,300			Iron	6	189,444	5	5	---	13,073	22,610			Jackson	1,704	1,408,793,238	24,545	19,908	4,636	47,347,476	85,218,000			Jasper	140	80,463,230	1,022	915	107	1,641,328	2,648,000			Jefferson	13	841,728	38	32	6	50,695	49,800			Johnson	38	2,066,273	64	58	6	74,605	146,700			Knox	15	1,075,270	44	44	---	25,637	28,700			Laclede	15	1,208,645	49	42	7	69,440	136,940			Lafayette	51	3,851,115	101	99	2	140,315	218,710			Lawrence	31	1,425,425	62	58	4	78,716	113,900			Lewis	21	1,487,772	41	35	6	48,599	48,210			Lincoln	21	1,551,340	67	54	13	82,511	127,000			Linn	20	981,055	32	30	2	46,810	60,100			Livingston	28	4,852,847	186	127	59	225,337	153,000			McDonald	13	456,744	13	13	---	21,060	21,000			Macon	41	4,369,871	91	79	12	104,201	177,000			Madison	12	290,334	13	12	1	21,617	27,100			Marion	6	139,690	6	6	---	5,801	9,200			Mercer	35	5,255,765	172	149	23	235,435	406,240			Miller	18	812,336	15	11	4	16,169	16,700			Mississippi	14	397,655	21	21	---	16,925	20,800			Moniteau	22	1,711,762	61	59	2	51,893	100,570			Monroe	26	1,709,993	102	69	33	95,976	67,400			Montgomery	16	6,172,951	276	237	39	201,537	164,000			Morgan	26	491,540	18	18	---	33,243	30,800			New Madrid	17	957,807	31	29	2	40,453	67,000			Newton	36	2,738,874	106	106	---	98,595	244,000			Nodaway	44	2,429,751	90	74	16	85,878	122,000			Oregon	40	2,061,027	88	83	5	102,859	122,000			Osage	35	858,890	21	20	1	11,883	110,140			Ozark	13	919,368	27	26	1	27,867	41,600			Osage	11	80,752	2	2	---	7,609	1,500			Perry	43	6,149,534	100	96	4	99,317	178,000			Pettis	7	25,207	10	10	---	16,382	16,200			Phelps	33	12,564,654	504	297	207	617,416	838,275			Pike	39	2,042,099	138	86	52	107,188	181,500			Platte	27	1,480,232	61	54	7	79,093	106,700			Polk	20	1,611,528	30	28	2	73,600	78,000			Pulaski	25	3,735,348	91	79	12	103,891	138,700			Putnam	51	1,566,041	47	43	4	47,670	48,400			Rails	8	728,618	29	25	4	24,269	48,200			Randolph	20	236,370	9	9	---	12,937	10,200			Ray	33	2,519,568	112	97	15	152,179	277,200			Reynolds	20	1,051,050	88	85	3	39,555	64,100			Ripley	6	(x)	(x)	(x)	(x)	(x)	(x)				1	455,218	16	15	1	27,790	22,800
		Adair	28	2,527,871	81	75	6	100,025	241,160																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Andrew	15	385,175	14	13	1	24,618	21,000																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Atchison	20	1,471,250	31	31	---	37,600	47,600																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Audrain	23	1,488,293	47	45	2	67,577	104,328																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Barry	40	3,370,988	60	55	5	84,410	180,410																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Barton	41	2,257,557	117	95	22	97,006	128,900																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Bates	37	1,525,110	59	58	1	65,243	90,600																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Benton	16	1,098,534	30	29	1	38,891	61,682																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Bollinger	12	407,284	44	40	4	37,384	18,300																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Boone	22	2,532,807	147	133	14	203,082	268,000																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Buchanan	210	207,787,966	4,248	3,552	696	6,282,069	10,937,140																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Butler	35	4,470,020	185	172	13	186,655	182,660																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Caldwell	23	742,541	39	34	5	46,075	60,500																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Callaway	22	907,270	39	35	4	46,489	48,100																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Camden	5	81,681	7	7	---	4,887	1,075																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Cape Girardeau	31	6,040,610	145	133	12	193,339	284,241																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Carroll	37	2,795,528	82	70	12	95,407	188,000																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Carter	4	(x)	(x)	(x)	(x)	(x)	(x)																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Cass	33	1,812,810	36	35	1	79,993	74,075																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Cedar	18	1,074,484	18	18	---	20,946	40,310																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Chariton	27	1,274,200	50	45	5	56,217	82,910																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Christian	25	685,032	12	11	1	22,145	37,400																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Clark	25	2,050,673	72	61	11	55,098	78,574																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Clay	36	18,240,077	209	255	44	602,550	3,463,400																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Clinton	25	1,898,923	85	39	46	75,730	104,800																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Cole	35	1,888,058	85	81	4	121,433	181,000																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Cooper	30	3,424,430	98	87	11	138,450	182,600																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Crawford	11	315,568	29	10	13	15,908	15,440																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Dade	13	603,452	23	21	2	30,288	45,400																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Dallas	6	250,474	14	12	2	9,428	14,700																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Daviess	13	408,163	19	18	1	27,190	29,000																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		De Kalb	20	858,144	65	53	12	50,652	64,000																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Dent	12	742,065	18	17	1	29,270	31,700																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Douglas	5	324,173	8	6	2	17,549	43,000																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Dunklin	72	6,022,617	123	119	4	180,038	249,000																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Franklin	33	1,264,937	62	48	4	80,462	95,000																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Gasconade	15	634,040	22	21	1	32,147	40,000																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Gentry	32	3,051,492	91	77	14	101,551	189,000																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Greene	117	43,539,871	1,258	920	338	1,658,617	3,076,000																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Grundy	28	3,372,756	155	104	61	113,026	167,700																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Harrison	44	2,730,897	66	59	7	65,101	60,700																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Henry	40	3,501,002	270	167	103	205,990	290,000																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Hickory	9	590,047	17	14	3	22,954	20,700																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Holt	17	635,207	22	21	1	33,248	37,275																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Howard	21	1,821,968	49	35	14	53,007	65,674																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Howell	77	3,412,210	87	75	12	122,728	412,300																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Iron	6	189,444	5	5	---	13,073	22,610																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Jackson	1,704	1,408,793,238	24,545	19,908	4,636	47,347,476	85,218,000																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Jasper	140	80,463,230	1,022	915	107	1,641,328	2,648,000																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Jefferson	13	841,728	38	32	6	50,695	49,800																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Johnson	38	2,066,273	64	58	6	74,605	146,700																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Knox	15	1,075,270	44	44	---	25,637	28,700																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Laclede	15	1,208,645	49	42	7	69,440	136,940																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Lafayette	51	3,851,115	101	99	2	140,315	218,710																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Lawrence	31	1,425,425	62	58	4	78,716	113,900																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Lewis	21	1,487,772	41	35	6	48,599	48,210																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Lincoln	21	1,551,340	67	54	13	82,511	127,000																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Linn	20	981,055	32	30	2	46,810	60,100																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Livingston	28	4,852,847	186	127	59	225,337	153,000																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		McDonald	13	456,744	13	13	---	21,060	21,000																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Macon	41	4,369,871	91	79	12	104,201	177,000																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Madison	12	290,334	13	12	1	21,617	27,100																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Marion	6	139,690	6	6	---	5,801	9,200																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Mercer	35	5,255,765	172	149	23	235,435	406,240																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Miller	18	812,336	15	11	4	16,169	16,700																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Mississippi	14	397,655	21	21	---	16,925	20,800																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Moniteau	22	1,711,762	61	59	2	51,893	100,570																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Monroe	26	1,709,993	102	69	33	95,976	67,400																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Montgomery	16	6,172,951	276	237	39	201,537	164,000																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Morgan	26	491,540	18	18	---	33,243	30,800																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		New Madrid	17	957,807	31	29	2	40,453	67,000																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Newton	36	2,738,874	106	106	---	98,595	244,000																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Nodaway	44	2,429,751	90	74	16	85,878	122,000																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Oregon	40	2,061,027	88	83	5	102,859	122,000																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Osage	35	858,890	21	20	1	11,883	110,140																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Ozark	13	919,368	27	26	1	27,867	41,600																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Osage	11	80,752	2	2	---	7,609	1,500																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Perry	43	6,149,534	100	96	4	99,317	178,000																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Pettis	7	25,207	10	10	---	16,382	16,200																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Phelps	33	12,564,654	504	297	207	617,416	838,275																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Pike	39	2,042,099	138	86	52	107,188	181,500																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Platte	27	1,480,232	61	54	7	79,093	106,700																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Polk	20	1,611,528	30	28	2	73,600	78,000																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Pulaski	25	3,735,348	91	79	12	103,891	138,700																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Putnam	51	1,566,041	47	43	4	47,670	48,400																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Rails	8	728,618	29	25	4	24,269	48,200																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Randolph	20	236,370	9	9	---	12,937	10,200																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Ray	33	2,519,568	112	97	15	152,179	277,200																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Reynolds	20	1,051,050	88	85	3	39,555	64,100																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
		Ripley	6	(x)	(x)	(x)	(x)	(x)	(x)																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
			1	455,218	16	15	1	27,790	22,800																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			

UNITED STATES SUMMARY: 1929

TABLE V.—WHOLESALE TRADE OF THE UNITED STATES, BY STATES AND COUNTIES—Continued

[An (x) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals]

	Number of establishments	Net sales	Number of employees			Salaries and wages	Stocks on hand, end of year (at cost)	Number of establishments	Net sales	Number of employees			Salaries and wages	Stocks on hand, end of year (at cost)
			Total	Male	Female					Total	Male	Female		
<b>MISSOURI—Continued</b>							<b>NEBRASKA</b>							
							Total.....							
							Wholesalers only.....							
							Other wholesale establishments.....							
							Adair.....							
							Antelope.....							
							Arthur.....							
							Banner.....							
							Blaine.....							
							Boone.....							
							Box Butte.....							
							Boyd.....							
							Brown.....							
							Buffalo.....							
							Butte.....							
							Cass.....							
							Cedar.....							
							Chase.....							
							Cherry.....							
							Cheyenne.....							
							Chrysler.....							
							Colfax.....							
							Cuming.....							
							Custer.....							
							Dakota.....							
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							Fillmore.....							
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							Hitchcock.....							
							Holt.....							
							Hooker.....							
							Howard.....							
							Jefferson.....							
							Johnson.....							
							Kearyne.....							
							Keith.....							
							Keyapaha.....							
							Kimball.....							
							Knox.....							
							Lancaster.....							
							Lincoln.....							
							Logan.....							
							Loup.....							
							McPherson.....							
							Madison.....							
							Merrick.....							
							Morrill.....							
							Nance.....							
							Nemaha.....							
							Nuckolls.....							
							Otoe.....							
							Pawnee.....							
							Perkins.....							
							Pierce.....							
							Platte.....							
							Polk.....							
							Red Willow.....							
							Richardson.....							
							Rock.....							
							Saline.....							
							Sarpy.....							
							Saunders.....							
							Scotts Bluff.....							
							Seward.....							
							Sheridan.....							
							Sherman.....							
							Sioux.....							
							Stanton.....							
							Total.....							
							Wholesalers only.....							
							Other wholesale establishments.....							
							Beaverhead.....							
							Big Horn.....							
							Blaine.....							
							Broadwater.....							
							Carbon.....							
							Carter.....							
							Cascade.....							
							Chouteau.....							
							Custer.....							
							Daniels.....							
							Dawson.....							
							Deer Lodge.....							
							Fallon.....							
							Fergus.....							
							Flathead.....							
							Gallatin.....							
							Garfield.....							
							Glacier.....							
							Golden Valley.....							
							Granite.....							
							Hill.....							
							Jefferson.....							
							Judith Basin.....							
							Laska.....							
							Liberty.....							
							Lincoln.....							
							McCone.....							
							Madison.....							
							Meagher.....							
							Mineral.....							
							Missoula.....							
							Musselshell.....							
							Park.....							
							Petroleum.....							
							Phillips.....							
							Pondera.....							
							Powder River.....							
							Powell.....							
							Prairie.....							
							Ravalli.....							
							Richland.....							
							Roosevelt.....							
							Rosebud.....							
							Sanders.....							
							Sheridan.....							
							Silver Bow.....							
							Stillwater.....							
							Sweet Grass.....							
							Teton.....							
							Toole.....							
							Treasure.....							
							Valley.....							
							Windland.....							
							Wilbax.....							
							Yellowstone.....							

WHOLESALE DISTRIBUTION

TABLE V.—WHOLESALE TRADE OF THE UNITED STATES, BY STATES AND COUNTIES—Continued

(a) In columns indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals

State	Number of establishments	Net sales	Number of employees		Salaries and wages	Stocks on hand, end of year (at cost)	Number of establishments	Net sales	Number of employees			Salaries and wages	Stocks on hand, end of year (at cost)		
			Total	Male					Female	Total	Male			Female	
<b>OKLAHOMA—Continued</b>															
Admission	84	5,042,007	298	251	27	188,482	480,329	Backham	64	6,955,292	352	185	67	800,701	812,551
Admission	87	2,527,229	144	124	20	112,112	517,255	Bixie	78	4,218,257	117	112	5	125,875	138,978
Admission	88	2,484,919	137	124	13	130,059	250,232	Bryant	39	6,328,251	180	168	22	390,920	672,190
Admission	89	2,791,021	133	144	9	140,525	231,029	Cardo	60	4,982,524	141	130	11	196,691	212,614
Admission	90	12,642,221	144	131	13	27,752	97,379	Cherokee	43	6,514,457	122	108	14	185,817	771,460
Admission	91	187,440	15	15	0	86,845	2,793,731	Cherokee	50	6,062,865	220	214	6	379,045	1,142,718
Admission	92	1,024,706	23	23	0	8,295	14,354	Cherokee	17	494,963	24	24	0	20,407	35,432
Admission	93	2,221,728	402	413	9	65,474	193,243	Cherokee	14	1,086,644	73	69	4	82,507	182,763
Admission	94	(X)	(X)	(X)	(X)	(X)	1,038,387	Cherokee	21	1,818,352	45	40	5	77,921	42,840
Admission	95	2,627,874	60	60	0	87,728	97,325	Cherokee	37	1,112,285	45	40	5	49,538	104,260
Admission	96	1,104,417	416	382	34	752,179	731,951	Cherokee	36	1,102,300	64	62	2	88,056	146,220
Admission	97	1,442,024	16	16	0	62,784	51,450	Cherokee	55	8,561,097	260	266	14	393,331	805,474
Admission	98	1,300,985	10	10	0	180,000	268,952	Cherokee	45	2,352,549	102	133	20	114,907	111,209
Admission	99	2,170,021,273	24,522	24,522	0	21,395,042	50,215,885	Cherokee	29	1,842,600	60	73	4	90,795	103,656
Admission	100	8,204,806	109	104	5	512,532	598,170	Cherokee	65	4,482,322	200	200	0	817,803	973,578
Admission	101	2,009,427	189	185	4	234,830	343,451	Cherokee	66	10,127,670	343	343	0	540,532	962,183
Admission	102	1,833,925	88	80	8	95,246	91,161	Cherokee	11	494,963	24	24	0	20,407	35,432
Admission	103	4,798,823	427	426	1	1,164,370	952,030	Cherokee	14	1,086,644	73	69	4	82,507	182,763
Admission	104	2,981,612	137	128	9	141,268	244,544	Cherokee	21	1,818,352	45	40	5	77,921	42,840
Admission	105	7,430,265	122	115	7	219,907	253,050	Cherokee	37	1,112,285	45	40	5	49,538	104,260
Admission	106	224,187,451	7,129	6,826	303	2,781,000	18,177,047	Cherokee	36	1,102,300	64	62	2	88,056	146,220
Admission	107	2,671,451	64	63	1	123,000	112,878	Cherokee	45	2,352,549	102	133	20	114,907	111,209
Admission	108	2,914,352	16	16	0	84,227	131,890	Cherokee	65	4,482,322	200	200	0	817,803	973,578
Admission	109	2,009,427	189	185	4	234,830	343,451	Cherokee	66	10,127,670	343	343	0	540,532	962,183
Admission	110	1,833,925	88	80	8	95,246	91,161	Cherokee	11	494,963	24	24	0	20,407	35,432
Admission	111	4,798,823	427	426	1	1,164,370	952,030	Cherokee	14	1,086,644	73	69	4	82,507	182,763
Admission	112	2,981,612	137	128	9	141,268	244,544	Cherokee	21	1,818,352	45	40	5	77,921	42,840
Admission	113	7,430,265	122	115	7	219,907	253,050	Cherokee	37	1,112,285	45	40	5	49,538	104,260
Admission	114	2,914,352	16	16	0	84,227	131,890	Cherokee	45	2,352,549	102	133	20	114,907	111,209
Admission	115	2,009,427	189	185	4	234,830	343,451	Cherokee	65	4,482,322	200	200	0	817,803	973,578
Admission	116	1,833,925	88	80	8	95,246	91,161	Cherokee	66	10,127,670	343	343	0	540,532	962,183
Admission	117	4,798,823	427	426	1	1,164,370	952,030	Cherokee	11	494,963	24	24	0	20,407	35,432
Admission	118	2,981,612	137	128	9	141,268	244,544	Cherokee	14	1,086,644	73	69	4	82,507	182,763
Admission	119	7,430,265	122	115	7	219,907	253,050	Cherokee	21	1,818,352	45	40	5	77,921	42,840
Admission	120	2,914,352	16	16	0	84,227	131,890	Cherokee	37	1,112,285	45	40	5	49,538	104,260
Admission	121	2,009,427	189	185	4	234,830	343,451	Cherokee	45	2,352,549	102	133	20	114,907	111,209
Admission	122	1,833,925	88	80	8	95,246	91,161	Cherokee	65	4,482,322	200	200	0	817,803	973,578
Admission	123	4,798,823	427	426	1	1,164,370	952,030	Cherokee	66	10,127,670	343	343	0	540,532	962,183
Admission	124	2,981,612	137	128	9	141,268	244,544	Cherokee	11	494,963	24	24	0	20,407	35,432
Admission	125	7,430,265	122	115	7	219,907	253,050	Cherokee	14	1,086,644	73	69	4	82,507	182,763
Admission	126	2,914,352	16	16	0	84,227	131,890	Cherokee	21	1,818,352	45	40	5	77,921	42,840
Admission	127	2,009,427	189	185	4	234,830	343,451	Cherokee	37	1,112,285	45	40	5	49,538	104,260
Admission	128	1,833,925	88	80	8	95,246	91,161	Cherokee	45	2,352,549	102	133	20	114,907	111,209
Admission	129	4,798,823	427	426	1	1,164,370	952,030	Cherokee	65	4,482,322	200	200	0	817,803	973,578
Admission	130	2,981,612	137	128	9	141,268	244,544	Cherokee	66	10,127,670	343	343	0	540,532	962,183
Admission	131	7,430,265	122	115	7	219,907	253,050	Cherokee	11	494,963	24	24	0	20,407	35,432
Admission	132	2,914,352	16	16	0	84,227	131,890	Cherokee	14	1,086,644	73	69	4	82,507	182,763
Admission	133	2,009,427	189	185	4	234,830	343,451	Cherokee	21	1,818,352	45	40	5	77,921	42,840
Admission	134	1,833,925	88	80	8	95,246	91,161	Cherokee	37	1,112,285	45	40	5	49,538	104,260
Admission	135	4,798,823	427	426	1	1,164,370	952,030	Cherokee	45	2,352,549	102	133	20	114,907	111,209
Admission	136	2,981,612	137	128	9	141,268	244,544	Cherokee	65	4,482,322	200	200	0	817,803	973,578
Admission	137	7,430,265	122	115	7	219,907	253,050	Cherokee	66	10,127,670	343	343	0	540,532	962,183
Admission	138	2,914,352	16	16	0	84,227	131,890	Cherokee	11	494,963	24	24	0	20,407	35,432
Admission	139	2,009,427	189	185	4	234,830	343,451	Cherokee	14	1,086,644	73	69	4	82,507	182,763
Admission	140	1,833,925	88	80	8	95,246	91,161	Cherokee	21	1,818,352	45	40	5	77,921	42,840
Admission	141	4,798,823	427	426	1	1,164,370	952,030	Cherokee	37	1,112,285	45	40	5	49,538	104,260
Admission	142	2,981,612	137	128	9	141,268	244,544	Cherokee	45	2,352,549	102	133	20	114,907	111,209
Admission	143	7,430,265	122	115	7	219,907	253,050	Cherokee	65	4,482,322	200	200	0	817,803	973,578
Admission	144	2,914,352	16	16	0	84,227	131,890	Cherokee	66	10,127,670	343	343	0	540,532	962,183
Admission	145	2,009,427	189	185	4	234,830	343,451	Cherokee	11	494,963	24	24	0	20,407	35,432
Admission	146	1,833,925	88	80	8	95,246	91,161	Cherokee	14	1,086,644	73	69	4	82,507	182,763
Admission	147	4,798,823	427	426	1	1,164,370	952,030	Cherokee	21	1,818,352	45	40	5	77,921	42,840
Admission	148	2,981,612	137	128	9	141,268	244,544	Cherokee	37	1,112,285	45	40	5	49,538	104,260
Admission	149	7,430,265	122	115	7	219,907	253,050	Cherokee	45	2,352,549	102	133	20	114,907	111,209
Admission	150	2,914,352	16	16	0	84,227	131,890	Cherokee	65	4,482,322	200	200	0	817,803	973,578
Admission	151	2,009,427	189	185	4	234,830	343,451	Cherokee	66	10,127,670	343	343	0	540,532	962,183
Admission	152	1,833,925	88	80	8	95,246	91,161	Cherokee	11	494,963	24	24	0	20,407	35,432
Admission	153	4,798,823	427	426	1	1,164,370	952,030	Cherokee	14	1,086,644	73	69	4	82,507	182,763
Admission	154	2,981,612	137	128	9	141,268	244,544	Cherokee	21	1,818,352	45	40	5	77,921	42,840
Admission	155	7,430,265	122	115	7	219,907	253,050	Cherokee	37	1,112,285	45	40	5	49,538	104,260
Admission	156	2,914,352	16	16											



UNITED STATES SUMMARY: 1929

57

TABLE V.—WHOLESALE TABLE OF THE UNITED STATES, BY STATES AND COUNTIES—Continued

[An (x) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the State totals]

	Number of establishments	Net sales	Number of employees			Salaries and wages	Stocks on hand, end of year (at cost)		Number of establishments	Net sales	Number of employees			Salaries and wages	Stocks on hand, end of year (at cost)
			Total	Male	Female						Total	Male	Female		
<b>OREGON—Con.</b>							<b>RHODE ISLAND</b>								
		Dollars				Dollars	Dollars		Dollars				Dollars	Dollars	
Jefferson	4	310,404	17	17	23,607	17,486		<b>Total</b>	787	300,071,855	8,098	6,743	1,286	14,823,223	23,780,518
Josephine	8	933,365	30	28	52,622	83,364		Wholesalers only	571	187,653,264	5,672	4,635	1,037	10,241,451	15,719,618
Klamath	28	5,336,972	156	144	299,161	429,179		Other wholesale establishments	166	132,358,591	2,357	2,108	249	4,578,572	8,060,900
Lane	2	(x)	(x)	(x)	(x)	(x)		Bristol	5	89,026	21	19	2	15,909	9,999
Wasco	34	5,689,800	206	175	313,688	369,800		Kent	8	1,680,114	63	60	3	98,858	132,026
Wheeler	4	131,090	9	9	15,838	8,717		Newport	22	6,398,510	403	380	22	498,661	736,268
Yamhill	26	2,167,230	97	88	126,490	311,686		Providence	680	290,480,273	7,479	6,223	1,256	14,124,687	22,645,348
	10	978,592	22	22	44,603	63,244		Washington	12	1,284,967	64	61	3	112,308	266,348
	63	7,851,028	263	219	409,824	618,869		<b>Total</b>	1,439	333,528,360	7,796	6,529	1,197	10,584,517	17,594,095
	15	1,755,162	27	20	35,434	40,229		Wholesalers only	539	148,002,233	3,824	3,417	407	5,828,549	12,632,212
	875	389,959,465	11,622	9,648	20,126,411	34,233,635		Other wholesale establishments	1,000	185,526,127	3,902	3,112	790	4,705,968	4,891,683
	12	2,059,538	30	30	40,382	278,877		<b>Abbeyville</b>	28	1,136,805	29	28	1	24,438	96,635
	3	171,380	8	7	20,435	17,872		<b>Alkan</b>	22	1,983,743	65	56	9	131,926	132,986
	8	657,819	24	22	36,288	35,347		<b>Allendale</b>	13	891,046	26	26		30,696	106,478
	42	12,492,820	663	657	307,439	1,024,262		<b>Anderson</b>	89	3,287,272	267	246	21	394,628	808,838
	21	1,642,288	98	90	110,366	99,613		<b>Bamberg</b>	11	684,532	28	28		31,078	48,702
	5	746,122	18	18	25,454	22,956		<b>Barnwell</b>	11	468,213	5	5		24,421	18,984
	17	2,186,601	76	65	130,432	80,075		<b>Beaufort</b>	8	949,796	30	28	2	60,843	58,214
	10	384,846	26	26	42,397	21,468		<b>Berkley</b>	8	765,489	8	7	1	31,780	12,831
	1	(x)	(x)	(x)	(x)	(x)		<b>Camden</b>	8	1,791,174	60	57	3	43,470	78,514
	17	378,156	48	47	60,723	88,451		<b>Charleston</b>	111	45,896,832	1,207	1,137	160	2,104,804	5,108,458
								<b>Charoket</b>	15	1,033,433	35	34	1	72,821	58,990
								<b>Chester</b>	21	2,908,209	32	27	5	141,051	226,478
								<b>Chesterfield</b>	23	1,730,672	25	25		41,702	54,727
								<b>Clarendon</b>	23	1,032,500	20	19	1	88,133	32,378
								<b>Colleton</b>	15	1,161,320	17	16	1	50,287	37,188
								<b>Darlington</b>	36	6,674,923	723	453	270	187,624	278,207
								<b>Dillon</b>	24	1,274,779	24	22	2	84,864	88,392
								<b>Dorchester</b>	10	613,010	13	13		29,303	30,257
								<b>Edgefield</b>	7	445,654	21	21		52,761	20,125
								<b>Fairfield</b>	24	937,078	32	32		29,339	83,290
								<b>Florence</b>	51	10,906,435	309	406	103	484,174	326,423
								<b>Georgetown</b>	19	1,937,633	53	48	5	99,174	265,787
								<b>Greenville</b>	127	50,543,355	887	808	79	1,605,125	3,138,682
								<b>Hampton</b>	31	4,003,008	107	101	6	202,857	208,576
								<b>Hanilton</b>	11	(x)	(x)	(x)	(x)	(x)	(x)
								<b>Horry</b>	13	1,404,966	27	27		58,916	48,922
								<b>Jasper</b>	2	(x)	(x)	(x)	(x)	(x)	(x)
								<b>Kershaw</b>	8	914,515	16	16	1	45,551	43,025
								<b>Lancaster</b>	22	1,273,535	27	26	1	42,421	67,286
								<b>Laurens</b>	26	3,114,066	60	47	3	92,679	182,147
								<b>Lee</b>	14	787,678	16	16		83,023	76,838
								<b>Lexington</b>	31	881,675	27	27		82,773	48,788
								<b>McCormick</b>	11	361,342	5	5		13,060	14,890
								<b>Marion</b>	30	2,984,430	684	418	376	225,689	37,643
								<b>Marlboro</b>	16	3,264,164	27	24	3	45,426	108,131
								<b>Newberry</b>	24	4,032,136	62	59	3	93,785	204,639
								<b>Orangeburg</b>	74	3,073,078	36	32	4	70,238	103,209
								<b>Pickens</b>	17	4,189,671	29	29		224,248	321,688
								<b>Richland</b>	138	47,162,404	1,206	905	121	1,994,756	2,978,294
								<b>Saluda</b>	12	782,533	12	11	1	15,856	10,848
								<b>Spartanburg</b>	143	23,588,302	583	509	79	976,241	1,323,744
								<b>Sumter</b>	35	8,143,728	109	101	8	204,284	280,809
								<b>Union</b>	29	2,400,358	71	64	7	122,218	215,855
								<b>Williamsburg</b>	31	1,508,589	81	80	1	63,026	24,254
								<b>York</b>	40	5,312,676	69	60	9	120,720	214,054
								<b>Total</b>	1,973	236,820,423	6,587	4,910	627	8,615,703	16,810,495
								Wholesalers only	202	51,425,473	2,171	1,748	426	3,263,108	5,810,102
								Other wholesale establishments	1,771	185,394,949	3,366	3,164	202	5,349,599	11,000,483
								<b>Armstrong</b>							33,982
								<b>Aurora</b>	18	783,165	17	17		18,443	59,292
								<b>Beadle</b>	58	6,969,622	227	180	47	300,770	596,222
								<b>Bennett</b>							93,041
								<b>Bon Homme</b>	37	2,337,613	50	48	4	68,139	629,526
								<b>Brookings</b>	50	4,390,462	100	92	8	149,575	2,498,211
								<b>Brown</b>	125	24,610,145	728	620	108	1,083,867	1,232,542
								<b>Burke</b>	20	1,630,731	31	29	2	85,873	122,542
								<b>Butte</b>	21	2,038,062	45	44	1	67,665	141,963
								<b>Campbell</b>	21	1,431,836	17	16	1	32,495	83,807
								<b>Charles Mix</b>	40	3,624,784	51	48	2	68,090	158,583
								<b>Clark</b>	41	2,487,140	50	50		72,695	106,352
								<b>Clay</b>	19	1,801,945	29	29		44,208	60,762
								<b>Codington</b>	63	18,562,766	651	591	60	911,287	1,444,735
								<b>Corson</b>	28	1,890,672	27	26	1	57,084	134,710
								<b>Custer</b>	3	147,031	3	3		14,609	4,819
								<b>DeSmet</b>	33	9,808,961	184	174	10	241,228	325,787
								<b>Day</b>	89	3,286,267	78	78		97,636	269,683
								<b>Denali</b>	34	1,699,257	37	37		36,474	117,754
								<b>Dewey</b>	28	1,624,466	36	36		61,895	208,854
								<b>Douglas</b>	25	2,627,183	30	29	1	86,267	41,656



WHOLESALE DISTRIBUTION

TABLE V.—WHOLESALE TRADE OF THE UNITED STATES, BY STATES AND COUNTIES—Continued

(An "X" in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the State totals)

	Number of establishments	Net sales	Number of employees			Salaries and wages	Stocks on hand, end of year (at cost)		Number of establishments	Net sales	Number of employees			Salaries and wages	Stocks on hand, end of year (at cost)
			Total	Male	Female						Total	Male	Female		
<b>SOUTH DAKOTA—Continued</b>							<b>TENNESSEE—Continued</b>								
		Dollars				Dollars	Dollars		Dollars			Dollars	Dollars		
Edwards	27	1,323,521	32	32		49,189	77,823	Hickman	7	158,138	12	12	12,442	11,923	
Fuller	11	367,486	13	17	1	49,953	31,854	Houston							
Frank	41	2,022,891	49	48	1	77,983	288,145	Humphreys	12	638,972	25	25	35,855	61,249	
Gardner	49	2,424,523	74	68	6	96,400	186,422	Jackson	2	(X)	(X)	(X)	(X)		
Gregory	37	1,956,965	39	37	2	62,348	82,361	Jefferson	1	(X)	(X)	(X)	(X)		
Haskell	6	1,284,123	15	13		58,163	38,823	Johnson	2	(X)	(X)	(X)	(X)		
Hawkins	37	2,022,891	79	69	10	69,553	132,879	Knox	137	53,712,308	2,110	1,804	306	3,732,557	
Henderson	27	2,614,266	43	31	7	81,266	230,066	Lake	13	1,890,498	75	73	2	45,540	
Herman	24	1,674,828	23	23		49,447	40,184	Lauderdale	16	8,421,456	42	41	1	59,674	
Higgins	7	(X)	(X)	(X)	(X)	(X)	(X)	Lawrence	40	2,273,182	38	38		32,923	
Hughes	19	1,956,965	43	40	3	92,381	245,523	Lewis	5	85,875	2	2		6,496	
Hutchinson	42	3,723,876	48	46	2	67,968	144,861	Lincoln	38	4,245,113	84	76	0	83,445	
Hyde	11	622,566	17	16	1	23,742	65,596	London	5	128,095	6	4	2	6,736	
Jackson	10	1,176,821	11	11		54,955	48,939	Madison	12	1,262,580	45	41	4	68,178	
Jensen	19	1,954,462	23	21	2	34,798	119,596	McNairy	9	623,177	91	85	56	16,886	
Jones	6	286,394	9	8	1	29,449	19,798	Macon							
Kingsbury	51	4,222,274	73	70	3	98,269	212,691	Madison	29	12,112,470	181	143	18	350,643	
Lake	53	3,126,456	61	54	7	136,688	177,887	Marion	4	460,679	6	6		20,863	
Lawrence	28	2,022,891	37	49	4	122,869	123,196	Marshall	10	657,888	20	18	2	33,875	
Lincoln	26	2,746,611	49	38	2	55,428	258,249	Mary	15	3,582,564	234	227	7	114,538	
Lynn	23	1,381,249	32	29		37,238	113,671	Meigs							
McCook	38	2,827,279	58	53	5	67,238	113,671	Monroe	12	784,147	30	30		42,097	
McIntosh	37	2,395,399	33	33		67,238	113,671	Montgomery	65	13,428,255	1,095	810	285	528,347	
Marshall	50	2,411,133	57	56	1	62,489	286,245	Morgan	2	(X)	(X)	(X)	(X)		
Meade	13	1,124,886	17	17		48,252	59,689	Murray	2	(X)	(X)	(X)	(X)		
Medford	3	146,270	3	2		8,482	2,435	Newton	22	3,415,485	159	114	45	62,942	
Meeker	39	2,637,989	59	59		44,288	142,968	Oregon	6	810,379	21	18	3	37,117	
Minnehaha	139	49,962,546	1,256	1,076	177	2,204,294	2,799,849	Perry	5	61,590	6	6		1,900	
Missouri	18	1,828,871	29	29		28,761	116,278	Pickens							
Pennington	50	4,428,868	130	124	13	284,732	749,423	Polk	2	(X)	(X)	(X)	(X)		
Perkins	14	3,318,123	46	46	16	55,893	224,965	Pottawam	19	2,071,986	58	53	5	67,452	
Peter	36	2,644,624	37	35	2	48,481	75,555	Rhea	6	892,833	67	63	4	42,565	
Roberts	66	3,954,811	77	75	2	96,964	176,080	Rome	11	1,506,178	35	31	4	60,586	
Roche	20	1,753,671	47	47	10	66,694	167,618	Robertson	36	8,253,292	703	584	119	274,689	
Spink	66	4,958,791	97	97		112,683	267,381	Rutherford	24	3,048,919	100	87	13	158,988	
Stanley	2	(X)	(X)	(X)	(X)	(X)	(X)	Scott	4	378,113	13	13		22,572	
Todd	13	1,499,125	13	13		50,513	111,990	Sevier	1	(X)	(X)	(X)	(X)		
Tyler	42	4,951,471	69	68	1	142,862	336,646	Shelby	12	274,407	6	6		9,182	
Turner	25	3,985,849	49	43	7	84,283	182,729	Smith	636	665,682,845	9,621	8,174	1,347	17,189,455	
Union	22	2,322,399	25	24	1	38,961	98,129	Stewart	18	1,862,979	29	29		13,067	
Wabasha	22	3,549,219	37	34	3	108,743	239,579	Sullivan	27	6,536,965	214	192	22	445,242	
Washington								Summer	6	960,456	31	29	2	53,913	
Yankton	63	4,618,735	202	181	72	194,185	191,691	Tipton	6	1,980,302	22	22		40,202	
Zachary	8	258,338	7	7		14,328	40,122	Trudeau	4	945,702	47	47		16,822	
<b>TENNESSEE</b>							<b>TEXAS</b>								
Total	2,246	1,268,969,961	23,493	19,216	3,169	33,123,737	68,738,498	Total	9,606	2,804,817,879	58,987	50,484	8,503	98,284,461	238,808,262
Wholesalers only	967	858,473,735	14,191	12,137	2,054	22,117,878	48,439,449	Wholesalers only	3,036	1,476,864,776	33,910	28,976	4,934	54,447,134	178,279,126
Other wholesale establishments	1,279	410,496,226	9,302	7,108	1,115	11,005,859	20,299,049	Other wholesale establishments	6,551	1,327,953,103	25,077	21,508	3,569	41,837,327	62,529,136
Anderson	1	(X)	(X)	(X)	(X)	(X)	(X)	Anderson	26	3,406,732	85	77	5	142,526	247,669
Bell	30	2,422,274	60	58	4	85,082	151,706	Andrews							
Benton	8	224,289	14	14		7,643	6,290	Angelina	21	2,426,337	133	127	26	195,634	
Brewster	8	896,449	18	17	1	39,929	55,275	Aransas	7	200,815	32	31	1	24,868	
Brooks	15	1,926,168	75	69	10	102,523	361,465	Archer	12	680,908	24	22	2	54,674	
Carson	1	(X)	(X)	(X)	(X)	(X)	(X)	Armstrong	12	1,249,831	21	21		86,995	
Cherokee	27	2,785,264	60	59	1	63,278	176,642	Asst. Sec.	28	926,291	50	43	7	49,997	
Chicot	3	369,669	16	15	1	23,080	21,600	Austin	81	1,082,372	32	30	2	60,588	
Chilton	3	(X)	(X)	(X)	(X)	(X)	(X)	Bailey	10	1,935,492	23	23		41,899	
Choctaw	11	674,362	10	10		18,447	37,927	Bandera	1	(X)	(X)	(X)	(X)		
Clallam	13	1,494,914	44	44		62,698	30,180	Bastrop	17	1,212,110	38	30	3	73,843	
Clay	8	887,671	16	16		28,754	102,612	Baylor	15	684,269	17	17		26,116	
Clayton	24	1,544,930	33	33	2	94,914	189,421	Bee	28	1,918,181	60	59	1	109,087	
Cochran	3	856,322	31	31		37,981	25,136	Bell	96	18,180,266	236	227	9	877,480	
Concho	3	384,472	3	3		13,576	46,194	Bexar	244	123,886,153	4,717	4,024	693	7,445,563	
Conkling	206	124,744,385	3,267	2,827	239	3,964,236	11,160,645	Brewster							
Cooper	4	288,896	12	12		2,976	3,976	Brown	17	1,420,418	69	66	8	47,325	
Cotton	5	225,639	1	1		3,976	64,269	Brown	8	318,804	15	15		25,177	
Crawford	17	781,362	28	25	3	22,692	16,699	Burleson	46	15,906,006	340	328	26	492,139	
Crockett	3	856,322	31	31		37,981	25,136	Burnet	8	482,910	28	28		44,787	
Cross	16	860,281	24	23	2	22,692	16,699	Caldwell	19	7,031,331	114	113	1	268,370	
Culbertson	34	2,322,399	63	63	1	67,968	174,478	Callahan	17	596,974	114	112	2	49,107	
Custer	3	(X)	(X)	(X)	(X)	(X)	(X)	Callisburg	27	944,214	45	45	1	79,310	
Dallas	11	1,994,228	40	39	1	61,151	61,873	Campana	146	20,240,421	1,086	937	119	1,248,285	
Dawson	1	(X)	(X)	(X)	(X)	(X)	(X)	Camp	15	2,588,486	49	49		61,077	
De Witt	19	2,612,561	36	36	2	108,739	312,440								
De Kalb	16	824,729,890	1,003	1,003		2,944,529	3,763,929								
Dickens	1	(X)	(X)	(X)	(X)	(X)	(X)								
Dix	9	713,267	9	9		13,061	33,171								
Dodd	5	(X)	(X)	(X)	(X)	(X)	(X)								
Doniphan	5	632,785	14	14	1	28,621	75,447								
Douglas	11	2,149,110	13	13		22,679	53,298								
Dryden	1	1,880,160	21	21	2	22,247	77,196								
Dundy	29	1,361,920	67	79	8	58,623	148,914								

# UNITED STATES SUMMARY: 1929

59

TABLE V.—WHOLESALE TRADE OF THE UNITED STATES, BY STATES AND COUNTIES—Continued

[An (x) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals]

	Number of establishments	Net sales	Number of employees			Salaries and wages	Stocks on hand, end of year (at cost)		Number of establishments	Net sales	Number of employees			Salaries and wages	Stocks on hand, end of year (at cost)
			Total	Male	Female						Total	Male	Female		
<b>TEXAS—Con.</b>															
		<i>Dollars</i>				<i>Dollars</i>	<i>Dollars</i>			<i>Dollars</i>			<i>Dollars</i>	<i>Dollars</i>	
Carson	28	4,297,152	69	69	—	123,187	159,833	Kaufman	85	8,296,676	136	133	3	109,249	306,729
Castro	14	1,267,454	43	39	4	74,758	161,280	Kendall	11	239,265	18	18	—	37,930	14,255
Chambers	15	2,778,159	33	32	1	51,462	44,414	Kent	9	513,351	41	38	3	30,811	14,838
Cherokee	8	242,029	27	27	—	24,838	34,686	Kerr	9	2,876,356	23	23	—	47,880	58,637
Childress	52	7,222,833	776	271	505	362,386	328,996	Kimbles	1	397,712	5	5	—	5,426	7,929
Ciudad	35	2,896,704	84	78	6	132,222	170,064	King	4	(x)	(x)	(x)	(x)	(x)	(x)
Clay	20	636,148	18	17	1	30,265	84,081	Kinsey	—	—	—	—	—	—	—
Cochran	4	68,125	4	4	—	10,344	4,985	Kleberg	—	—	—	—	—	—	—
Coleman	4	122,948	7	7	—	17,242	6,406	Knox	27	1,070,823	16	16	—	35,087	38,859
Collin	42	2,863,937	153	110	37	163,971	357,413	Lamar	27	1,582,703	37	36	1	76,979	36,636
Collingsworth	110	10,663,001	194	180	8	257,884	381,274	Lamb	35	6,311,263	358	325	33	516,900	951,721
Colorado	38	3,653,225	31	31	—	67,690	55,221	Lampasas	38	3,691,091	55	53	2	95,508	132,604
Comanche	35	1,281,517	90	83	7	135,824	200,019	La Salle	17	2,508,494	55	47	8	100,840	25,833
Concho	16	1,158,866	28	26	2	51,528	66,517	Lavaca	14	523,707	18	18	—	33,384	50,785
Cook	27	2,114,562	62	50	12	68,792	71,315	Lee	45	1,135,237	75	69	6	88,430	48,263
Correll	18	1,145,356	12	12	—	35,690	13,095	Leon	23	1,552,608	29	37	2	49,798	118,108
Cotton	73	4,867,343	99	93	6	162,111	291,222	Liberty	45	3,717,394	34	33	1	39,147	50,682
Crockett	57	2,968,807	92	80	12	90,363	210,075	Limestone	18	836,772	38	35	3	108,340	48,480
Crosby	30	2,469,246	22	22	—	36,361	126,013	Llano	57	5,465,314	130	126	4	249,775	655,812
Dallam	1	(x)	(x)	(x)	(x)	(x)	(x)	Lubbock	29	3,427,982	61	59	2	35,141	111,408
Dallas	2	2,772,872	136	134	2	180,319	113,571	Lynn	12	262,551	19	19	—	37,923	20,511
Dawson	55	1	(x)	(x)	(x)	(x)	(x)	Madison	11	1,261,593	19	19	—	71,778	79,511
De Witt	18	1,984,130	45	44	1	119,010	240,339	Martin	98	37,491,977	531	498	125	793,412	1,391,800
Delaware	856	735,816,445	12,739	10,521	2,278	24,618,115	55,335,070	McCombs	33	2,353,273	35	34	1	63,743	284,852
Denton	14	2,001,192	29	28	1	70,438	54,982	McIntosh	28	2,691,765	55	52	3	118,482	131,300
De Young	45	3,953,740	19	18	1	37,878	37,143	McLennan	186	74,372,833	1,674	1,340	328	2,734,514	4,751,203
Dickens	30	2,129,472	81	79	2	167,873	67,870	McMullen	1	(x)	(x)	(x)	(x)	(x)	(x)
Dimmit	38	5,342,380	173	142	36	227,425	156,617	Madison	27	638,278	21	21	—	25,496	39,802
Dove	21	1,790,717	27	27	—	58,694	239,249	Mason	7	776,522	26	24	2	54,734	76,869
Duval	17	1,068,232	36	34	2	51,865	137,324	Martin	9	226,426	11	11	—	22,944	17,715
Ector	35	3,104,547	72	69	3	76,864	39,811	Mason	13	534,349	14	14	—	7,170	1,573
Eldorado	7	238,299	15	14	1	29,640	23,793	Matagorda	27	1,056,743	91	88	3	114,411	92,084
Ellis	64	4,858,636	170	168	2	354,126	692,303	Maverick	9	983,422	40	34	6	52,653	87,448
El Paso	11	497,087	20	20	—	42,212	102,414	Medina	22	804,371	46	44	2	71,320	92,108
Erath	2	(x)	(x)	(x)	(x)	(x)	(x)	Menard	10	1,005,907	14	13	1	56,708	52,666
Falls	125	11,093,300	98	95	3	229,918	249,624	Midland	11	790,012	25	25	—	70,802	46,775
Farmington	280	75,413,227	2,140	1,862	278	3,606,007	7,265,182	Miller	34	5,536,288	85	83	2	167,680	268,591
Fayette	41	2,525,810	112	110	2	112,409	132,704	Mills	31	2,043,068	37	37	—	88,908	24,837
Fisher	54	6,503,042	72	71	1	118,242	183,008	Mitchell	29	2,636,603	34	32	2	81,853	76,408
Foard	36	1,349,436	52	51	1	108,059	85,988	Montague	32	2,008,203	65	66	9	124,108	318,538
Franklin	82	4,635,337	194	188	6	176,946	354,181	Montgomery	15	279,395	30	29	1	41,268	17,818
Frost	16	1,140,796	26	25	1	42,939	13,699	Moore	—	—	—	—	—	—	—
Ft. Bend	49	4,777,542	107	107	—	138,263	281,945	Morris	9	444,139	8	8	—	30,091	9,568
Ft. Bess	23	1,449,666	20	18	2	41,324	84,676	Motley	18	1,094,591	15	14	1	37,256	23,802
Ft. Stockton	29	1,290,612	51	46	5	105,367	193,272	Nacogdoches	27	4,443,741	94	92	2	176,008	486,653
Gaines	15	537,842	9	8	1	16,744	19,002	Navarro	138	14,964,698	207	197	10	376,209	646,986
Gallatin	26	1,509,749	33	33	—	45,673	69,179	Newton	3	93,920	4	4	—	13,725	3,970
Gallup	9	198,104	13	13	—	30,843	15,509	Nolan	36	13,837,444	154	143	11	279,309	2,085,109
Gardner	6	294,099	11	11	—	40,015	12,232	Nueces	70	12,304,788	486	442	44	625,095	1,037,612
Garland	90	115,676,891	1,053	898	185	1,737,889	9,133,000	Obiltrie	22	4,563,358	43	41	2	107,230	64,686
Garza	24	766,593	26	25	1	43,050	30,663	Oldham	20	2,179,822	39	39	—	60,447	65,141
Glasscock	11	823,098	25	25	—	67,992	66,799	Orange	13	2,323,077	76	70	6	153,769	385,104
Goliad	14	627,284	17	17	—	37,849	23,834	Palo Pinto	32	669,642	30	29	1	68,096	83,116
Gonzales	20	2,587,234	46	46	—	150,028	232,009	Panola	55	1,654,838	108	107	1	67,773	95,539
Gray	66	10,948,717	240	236	4	423,137	1,725,267	Parker	34	3,895,068	452	297	155	171,145	277,800
Gregg	77	11,262,147	788	496	292	682,266	1,139,930	Parmer	30	2,368,598	452	450	2	71,452	82,941
Grimes	19	10,274,203	58	55	3	122,638	124,404	Pecos	10	538,234	37	35	2	40,068	56,961
Groesbeck	15	935,870	29	28	1	68,828	87,699	Peck	10	367,055	13	13	—	26,019	25,479
Guadalupe	14	1,057,084	55	47	8	75,509	122,161	Potter	111	61,067,202	1,262	1,126	108	2,238,505	5,641,624
Hale	68	10,476,865	179	166	13	337,104	672,227	Presidio	7	661,541	16	16	—	37,787	48,045
Hall	43	5,296,150	122	121	1	172,150	193,468	Rains	13	477,801	10	10	—	10,409	30,783
Haskell	40	1,700,870	71	68	3	101,653	62,373	Randall	9	456,454	12	12	—	20,441	19,195
Haskell	30	3,901,443	78	75	3	164,824	197,503	Randall	7	877,174	14	14	—	32,125	157,015
Hartman	38	3,542,178	81	77	4	125,657	365,508	Real	4	174,672	10	10	—	19,554	9,613
Haskell	10	750,060	25	23	2	58,995	87,972	Red River	38	1,899,783	57	56	1	84,883	140,394
Harris	537	538,300,075	7,540	6,490	1,050	13,889,769	73,249,898	Reeves	14	1,210,831	46	46	—	60,655	164,652
Harrison	22	2,447,664	83	77	6	170,355	309,656	Retzger	19	1,068,767	51	51	—	71,722	178,162
Hartley	5	818,273	15	15	—	29,301	28,634	Roberts	8	235,574	15	15	—	20,705	9,241
Haskell	44	2,177,429	40	38	2	78,023	115,467	Robertson	21	2,280,537	39	36	3	69,100	124,184
Hays	19	2,335,703	53	51	2	100,987	188,166	Rockwall	22	1,682,281	9	9	—	22,413	11,203
Hempfling	18	2,785,448	24	24	—	58,309	28,593	Rummels	54	5,180,645	91	88	3	205,315	155,697
Henderson	54	3,673,980	76	60	16	82,881	102,891	Rusk	49	3,218,434	28	28	—	4	



UNITED STATES SUMMARY: 1929

TABLE V.—WHOLESALE TRADE OF THE UNITED STATES, BY STATES AND COUNTIES—Continued

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals]

	Number of establishments	Net sales	Number of employees			Salaries and wages	Stocks on hand, end of year (at cost)		Number of establishments	Net sales	Number of employees			Salaries and wages	Stocks on hand, end of year (at cost)
			Total	Male	Female						Total	Male	Female		
<b>VIRGINIA—Con.</b>							<b>WEST VIRGINIA</b>								
		Dollars				Dollars	Dollars	Total	Dollars				Dollars	Dollars	
Northumberland	10	247,538	53	53	---	31,295	15,931	1,192	344,333,857	10,330	3,114	1,225	13,345,457	23,094,715	
Notoway	13	1,583,129	45	44	1	47,208	71,112	Wholesalers only	626	181,817,065	7,169	3,361	868	22,094,715	
Orange	6	1,062,194	21	19	2	30,792	100,078	Other wholesale establishments	695	165,021,822	3,170	2,813	357	6,544,763	
Pace	12	524,001	23	22	1	27,606	130,926	Barbour	21	789,789	58	53	5	5,267,264	
Patriek	7	124,381	20	20	0	9,417	10,650	Berkeley	22	4,237,227	79	69	10	163,533	
Pittsylvania	6	362,528	13	12	1	11,715	40,712	Boone	5	875,015	37	34	3	60,271	
Danville city	08	35,912,644	1,833	1,037	778	1,230,854	3,075,311	Braxton	5	451,729	15	14	1	25,074	
Powhatan	1	(X)	(X)	(X)	(X)	(X)	(X)	Brooke	7	724,084	13	13	---	15,396	
Prince Edward	10	1,743,431	137	115	22	96,955	241,394	Cabell	136	50,661,071	1,580	1,374	206	3,094,440	
Prince George	2	(X)	(X)	(X)	(X)	(X)	(X)	Calhoun	1	(X)	(X)	(X)	(X)	(X)	
Hopewell city	11	1,339,428	39	38	1	57,614	117,963	Clay	1	(X)	(X)	(X)	(X)	(X)	
Princess Anne	5	122,817	6	6	---	11,801	6,091	Doddridge	1	(X)	(X)	(X)	(X)	(X)	
Prince William	8	861,121	17	17	---	26,781	15,897	Fayette	14	9,489,444	93	76	17	271,581	
Pulaski	15	1,202,313	45	40	5	71,770	355,210	Glinner	4	129,253	6	6	---	8,141	
Rappahannock	2	(X)	(X)	(X)	(X)	(X)	(X)	Grant	4	1,344,599	34	33	1	62,096	
Richmond	3	244,000	8	7	1	13,609	3,000	Greenbrier	8	422,497	13	13	---	24,035	
Roanoke	4	352,043	25	25	---	33,931	3,337,967	Hampshire	3	1,194,314	28	28	2	34,083	
Roanoke city	128	38,601,944	1,333	1,121	212	1,994,890	3,387,967	Hancock	7	34,599	7	7	---	10,495	
Rockbridge	20	1,208,072	44	39	5	56,186	148,967	Hardy	3	84,599	3	3	---	54,985	
Roena Vista city	2	(X)	(X)	(X)	(X)	(X)	(X)	Harrison	82	28,297,566	896	767	99	1,635,493	
Rockingham	18	1,713,062	64	47	7	48,204	123,779	Jackson	10	1,640,012	43	38	5	50,939	
Harrisonburg city	19	5,029,021	178	125	53	198,413	302,773	Jefferson	22	1,457,977	68	62	6	88,762	
Russell	21	834,715	31	31	---	8,344	14,759	Kanawha	141	77,929,432	2,348	2,194	244	4,614,290	
Scott	9	418,584	13	13	---	21,453	32,634	Lewis	9	1,578,257	47	44	3	75,599	
Shenandoah	41	2,247,805	87	72	10	68,302	136,912	Lincaln	5	179,936	4	4	---	2,647	
Smith	13	1,147,936	22	23	1	35,961	133,594	Logan	19	4,287,737	131	142	7	255,562	
Southampton	13	701,583	24	23	1	36,946	118,276	McDowell	21	4,503,798	169	142	8	259,065	
Stafford	2	(X)	(X)	(X)	(X)	(X)	(X)	Marion	37	2,331,379	259	231	18	428,512	
Fredericksburg city	11	2,534,040	82	73	9	121,702	295,570	Marshall	16	2,331,379	63	55	5	97,063	
Stafford	3	48,932	5	5	---	7,103	39,489	Mason	8	715,538	25	20	5	40,539	
Surry	3	440,559	18	17	1	27,006	186,020	Mercer	30	20,198,827	585	520	65	1,253,318	
Sussex	8	416,941	73	68	5	115,725	186,020	Miningal	16	267,527	19	19	---	34,407	
Tazewell	10	1,416,941	14	14	---	17,445	34,264	Monongalia	19	4,533,416	166	151	15	329,470	
Warren	6	444,766	22	21	1	21,719	139,981	Monroe	20	1,318,658	35	37	1	35,676	
Warwick	7	575,881	14	14	---	12,919	371,223	Morgan	2	(X)	(X)	(X)	(X)	(X)	
Newport News city	40	6,184,590	270	237	33	371,223	485,547	Nicholas	3	155,555	6	6	---	11,200	
Washington	9	1,449,832	55	51	4	60,964	108,174	Ohio	127	72,792,982	1,024	1,598	256	3,634,363	
Bristol city	34	8,220,748	401	326	75	528,149	1,214,761	Pendleton	6	1,688,797	123	117	6	149,660	
Westmoreland	9	396,545	11	11	---	14,501	25,681	Pleasants	40	1,257,744	81	75	6	43,604	
Wise	29	9,301,602	185	166	19	327,181	814,049	Pocahontas	29	1,256,490	33	33	---	43,322	
Wythe	9	735,776	20	20	---	36,048	84,373	Preston	5	477,731	6	6	---	11,400	
York	10	298,051	20	19	1	23,292	51,600	Putnam	12	2,942,940	94	90	4	171,621	
<b>WASHINGTON</b>							<b>WISCONSIN</b>								
Total	3,681	1,147,135,958	30,361	24,850	5,541	51,100,980	79,573,327	Total	3,515	973,075,780	31,231	25,389	6,842	51,075,489	100,974,750
Wholesalers only	1,370	482,531,900	15,637	12,680	2,957	29,267,064	55,176,083	Wholesalers only	1,656	628,950,126	13,453	14,368	3,090	34,314,045	83,036,333
Other wholesale establishments	1,261	664,604,058	14,754	12,170	2,584	21,733,936	24,397,294	Other wholesale establishments	1,857	450,325,653	11,773	9,021	2,752	16,761,444	26,938,417
Adams	32	44,957,357	89	88	1	106,368	203,984	Adams	8	1,416,773	9	9	---	13,388	
Asotin	2	(X)	(X)	(X)	(X)	(X)	(X)	Ashland	26	5,065,173	236	231	25	248,505	
Benton	13	1,026,883	31	28	3	42,246	103,445	Barron	47	2,199,167	79	77	2	111,135	
Chelan	61	28,627,210	901	824	77	1,613,155	1,646,843	Bayfield	12	426,738	27	25	2	41,336	
Clallam	16	1,235,924	69	63	6	107,961	140,651	Brown	98	33,824,129	1,231	1,076	175	2,086,933	
Clark	22	1,956,140	77	62	15	123,972	183,155	Buffalo	15	1,250,429	28	27	1	34,217	
Columbia	6	629,018	9	9	---	8,955	3,511	Burnett	16	246,679	18	18	---	16,613	
Cowlitz	20	2,491,755	80	73	7	124,647	157,744	Calumet	14	1,661,795	36	34	2	48,679	
Douglas	16	45,735,971	73	60	13	80,932	54,789	Chippewa	80	3,518,471	197	162	35	288,964	
Ferry	10	1,697,752	70	66	4	88,751	89,461	Clark	46	3,556,149	74	72	2	109,573	
Franklin	8	1,204,912	19	19	---	24,332	32,157	Columbia	47	4,242,648	81	72	9	126,126	
Garfield	22	28,800,532	48	48	---	61,110	108,179	Crawford	18	1,139,637	26	24	2	33,981	
Grays Harbor	62	18,465,647	477	413	64	767,395	1,138,845	Dane	140	34,624,625	2,463	2,062	341	2,535,842	
Island	5	604,342	23	14	9	26,857	26,121	Dodge	38	2,289,770	78	70	8	130,050	
Jefferson	1	(X)	(X)	(X)	(X)	(X)	(X)	Door	14	1,307,769	37	27	7	58,252	
King	1,248	577,257,646	15,248	12,492	2,756	30,035,999	48,342,104	Douglas	37	61,774,941	761	674	87	1,496,011	
Kitsap	17	1,260,645	90	75	15	114,805	64,433	Dunn	19	521,216	49	39	14	47,796	
Kittitas	20	2,563,487	98	90	6	125,954	91,985	Eau Claire	62	11,516,790	397	449	148	907,031	
Klickitat	11	712,820	18	18	---	26,843	17,576	Florence	2	(X)	(X)	(X)	(X)	(X)	
Lewis	28	5,231,531	207	168	39	801,750	250,046	Fond du Lac	67	9,469,406	300	261	39	556,904	
Lincoln	8	25,915,138	163	163	3	193,327	347,514	Forest	8	(X)	(X)	(X)	(X)	(X)	
Mason	3	135,658	9	9	---	15,688	13,382	Grant	31	2,707,263	58	53	6	115,208	
Okanogan	23	9,717,965	243	148	95	245,243	187,364								
Pacific	12	737,848	49	34	15	46,741	127,801								
Pend Oreille	4	144,677	8	8	---	17,042	15,232								
Pierce	189	57,414,271	2,742	2,299	443	4,084,474	5,191,793								
San Juan	4	47,471	10	10	---	10,345	5,888								
Skiagit	3	2,248,056	109	82	27	162,208	126,381								
Snohomish	1	(X)	(X)	(X)	(X)	(X)	(X)								
Snohomish	56	10,394,170	409	343	66	661,622	1,068,925								
Spokane	296	137,237,483	4,584	3,785	799	7,513,448	12,716,352								
Stevens	11	666,629	36	32	4	58,387	52,678								
Thurston	16	1,825,221	125	104	21	194,144	99,077								
Wahkiakum															
Walla Walla	60	14,672,046	715	665	50	753,174	1,0								



WHOLESALE DISTRIBUTION

TABLE V.—WHOLESALE TRADE OF THE UNITED STATES, BY STATES AND COUNTIES—Continued

(An (x) in columns indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals)

State	Number of establishments	Net sales	Number of employees			Salaries and wages	Stocks on hand, end of year (at cost)	Number of establishments	Net sales	Number of employees			Salaries and wages	Stocks on hand, end of year (at cost)	
			Total	Male	Female					Total	Male	Female			
<b>WISCONSIN—Continued</b>															
		Dollars				Dollars	Dollars		Dollars			Dollars	Dollars		
Green Lake	25	2,580,000	45	36	9	57,371	102,433	Wausau	25	2,000,088	52	45	0	147,163	174,300
Green Lake	18	1,380,780	36	34	2	47,230	82,190	Waubesa	14	351,320	15	15	0	18,539	28,800
Iron	24	1,685,717	39	35	4	58,889	69,443	Washington	25	997,064	32	32	0	78,037	64,000
Jackson	7	1,300,016	13	9	4	23,790	39,014	Wausaukee	36	10,253,738	118	99	19	281,237	151,440
Jefferson	40	4,490,094	145	132	13	239,366	254,458	Waupun	94	6,275,239	361	352	9	384,000	331,837
Juneau	24	1,300,000	37	37	0	58,290	87,205	Waushara	25	668,541	36	36	0	39,071	53,546
Kewaunee	23	2,385,194	77	70	7	940,390	1,565,070	Winnebago	78	15,813,383	537	471	66	908,976	1,028,085
Keweenaw	14	1,130,250	34	30	4	47,070	48,118	Wood	43	10,882,533	281	246	45	403,793	635,525
La Crosse	74	17,680,561	817	688	129	1,079,323	1,965,571	<b>WYOMING</b>							
Ladysmith	31	2,641,610	57	57	0	90,400	60,000	Total	383	34,600,887	905	807	98	1,854,785	4,814,420
Lancaster	30	2,600,000	118	118	0	150,961	135,844	Wholesalers only							
Liaison	13	927,765	27	24	3	30,214	113,380	Other wholesale establishments							
Manitowish	53	23,000,703	651	573	78	780,370	1,963,161	Wholesalers only	91	15,891,847	482	407	45	891,140	2,054,720
Marathon	71	11,305,960	301	268	33	750,008	980,002	Other wholesale establishments	152	18,709,040	423	400	53	963,645	1,800,700
Marquette	53	4,134,181	185	167	18	273,983	330,823	Albany	11	1,721,074	46	41	5	103,028	262,000
Menominee	19	601,545	18	16	2	16,384	41,013	Big Horn	13	1,371,779	44	20	24	50,135	51,128
Milwaukee	1,008	251,320,127	18,478	11,895	6,583	20,160,433	43,719,322	Campbell	3	281,642	5	5	0	13,436	14,304
Monroe	26	2,415,187	245	216	29	149,443	180,037	Carbon	11	2,078,747	19	19	0	53,789	196,440
Needa	24	1,345,108	42	34	8	58,327	87,623	Converse	8	343,442	8	8	0	20,647	13,410
Oneida	33	2,673,600	91	65	26	717,960	245,900	Crook	4	82,163	5	5	0	13,654	8,128
Ontonagon	39	3,000,175	308	268	40	383,826	713,127	Fremont	17	1,055,257	31	30	1	47,470	94,200
Outagamie	12	800,243	12	12	0	28,560	38,482	Goshute	13	970,692	18	16	2	38,259	42,826
Pepin	10	773,267	26	20	6	28,680	38,685	Hot Springs	7	363,943	11	11	0	29,286	32,800
Pierce	25	1,400,335	46	46	0	60,426	87,952	Johnston	6	348,513	10	10	0	21,442	17,078
Polk	27	1,313,862	33	32	1	48,428	68,551	Laramie	38	8,264,720	201	180	21	360,712	1,047,567
Portage	49	3,000,000	303	190	113	298,370	344,825	Lincoln	30	649,833	15	15	0	34,709	104,200
Rice	19	1,070,000	26	20	6	43,443	114,418	Niobrara	43	6,891,739	248	225	23	511,047	1,380,664
Rock	22	1,100,000	60	47	13	73,618	79,695	Park	8	244,326	10	9	1	19,535	16,800
Rock	72	14,000,000	2,100	1,000	1,100	1,000,000	3,100,000	Platte	18	1,724,778	50	47	3	105,400	331,471
St. Croix	29	1,744,947	42	43	0	60,024	60,014	Platte	13	1,263,876	30	28	2	58,793	97,700
St. Croix	29	1,744,947	42	43	0	60,024	60,014	Sheridan	10	1,784,489	48	51	7	115,649	204,440
St. Croix	29	1,744,947	42	43	0	60,024	60,014	Sublette	1	(x)	(x)	(x)	(x)	(x)	
St. Croix	29	1,744,947	42	43	0	60,024	60,014	Sweetwater	32	2,889,678	55	52	3	120,209	212,150
St. Croix	29	1,744,947	42	43	0	60,024	60,014	Teton	2	(x)	(x)	(x)	(x)	(x)	
St. Croix	29	1,744,947	42	43	0	60,024	60,014	Tioga	6	213,080	5	5	0	20,641	21,800
St. Croix	29	1,744,947	42	43	0	60,024	60,014	Washakie	7	1,950,000	25	19	6	58,328	90,150
St. Croix	29	1,744,947	42	43	0	60,024	60,014	Western	4	398,233	8	8	0	5,200	12,600
St. Croix	29	1,744,947	42	43	0	60,024	60,014								