

CHAPTER I—GENERAL ANALYSIS OF THE WHOLESALE FIELD

INTRODUCTION

This volume presents statistics of wholesale trade in the United States derived from the first Census of Distribution, which was taken as a part of the Fifteenth Decennial Census. The data were collected in 1930 and cover business activities during the year 1929. The volume contains a series of uniform tables by kind-of-business classifications and by types of operation for the United States and for States, arranged alphabetically. The material was first published in a series of State bulletins, one for each State, supplemented by a summary bulletin for the United States; these bulletins are bound together to make the present volume.

Scope of wholesale distribution.—This census embraces all establishments which were engaged in the purchase, sale, or distribution of goods on a wholesale basis. In addition to wholesalers of the conventional type, the census covers wholesalers rendering limited services, such as desk jobbers or drop shippers and cash-and-carry wholesalers, and the whole range of organizations engaged in wholesale trade or operating on a wholesale basis, and performing wholesale functions, including brokers, commission merchants, chain-store warehouses, manufacturers' sales branches, selling agents, etc. The term has also been used to include assemblers and country buyers of farm products, such as elevators, cooperative marketing associations, and the like. While brokers, commission merchants, manufacturers' sales branches, chain-store warehouses, and country buyers of farm products are in many respects unlike wholesale merchants, they perform wholesale functions in general and have been classed in the wholesale field. Concerns selling goods to such industrial consumers as manufacturing plants, public utilities, oil-well companies, mining concerns, railroads, and the like are also regarded as establishments engaged in wholesale trade. Thus, for census purposes, the wholesale field covers virtually all merchandising concerns with the exception of retail establishments.

Canvass based on establishments.—A wholesale distribution establishment, for census purposes, is a place of business where goods are sold or distributed on a wholesale basis. It may be in the form of a store which does not generally sell to the public, a distributing warehouse, an office, or part of an office, as when the office is shared with other similar organizations. The Census of Distribution was taken on the

basis of establishments in order to facilitate the canvass and to make it possible to present data by geographic areas. A separate report was required for each establishment regardless of whether or not it was owned or operated as part of a larger business organization.

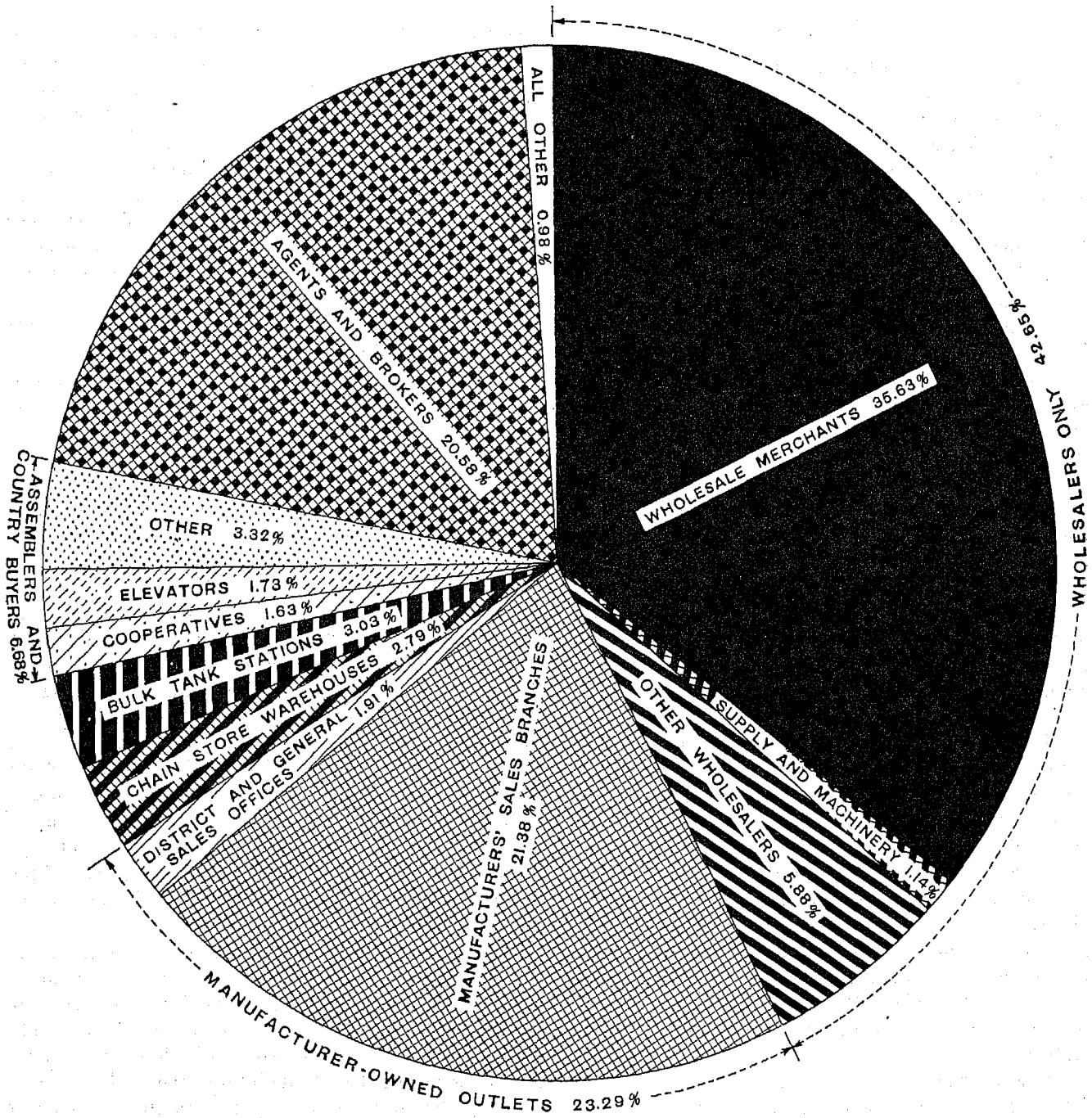
It should be remembered that the census included many establishments which did not carry stocks of merchandise, but merely operated an office or other place of business from which sales were made on a wholesale basis, the goods being shipped direct from a manufacturing plant or some other point of assembly, storage, or production. A large part of the manufacturers' sales branches included in the census did not carry stocks, nor did many establishments selling on a commission basis, such as brokers, manufacturers' agents, and selling agents.

Kinds of wholesale business not included.—The census does not include statistics on wholesale peddlers and others who maintain no places of business, since the canvass was based on establishments or physical business units; nor does the census include establishments engaged purely in the performance of services rather than in the distribution of commodities, as exemplified by advertising agencies, cotton gins and compresses, brokers in securities and commodity changes, and real estate brokers and dealers. Only where substantial quantities of goods were sold at wholesale by such establishments were reports required on the appropriate forms. Finally, it does not include the wholesale sales of manufacturers which were made directly from their manufacturing plants or the wholesale sales of agricultural producers, such as nurserymen, unless those sales were made through an establishment maintained independently of the producing plant or plants.

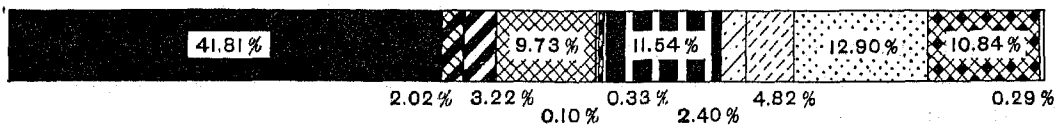
Method of taking the census.—The Census of Distribution was taken by enumerators who personally visited each establishment engaged in wholesale or retail trade and secured reports on the appropriate schedule forms. In the rural districts and places having less than 10,000 inhabitants the field work was done by the enumerators engaged on the Censuses of Population and Agriculture. In cities having 10,000 inhabitants or more special enumerators were appointed to take the Censuses of Manufactures and Distribution. Four forms of schedules were used to canvass establishments engaged in wholesale trade. Copies of these schedule forms appear in the appendix

CHART I.—WHOLESALE TRADE, BY TYPE OF ESTABLISHMENT

NET SALES



NUMBER OF ESTABLISHMENTS



Wholesale food products schedule—Form 8.—This schedule was used to canvass all wholesale distributors of food products in cities having 10,000 inhabitants or more.

General wholesale schedule—Form 10.—This form was used to canvass all wholesale establishments (except food products stores and automobile establishments) in cities having 10,000 inhabitants or more.

Automobile schedule—Form 22.—Reports were secured on this form for all wholesale distributors of new and used automobiles. This schedule was also used to canvass retail establishments selling automobiles, automobile tires and accessories, and gasoline filling stations.

Combined retail and wholesale schedule—Form 14.—This form was used to canvass all retail and wholesale establishments in places having less than 10,000 inhabitants.

Importance of Distribution.—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 II, 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).¹ 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.

¹ 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 ¹	\$70,434,863,000
Less:	
Receipts for contract and repair work.....	\$3,541,999,000
Interplant transfers.....	2,385,793,000
Service industries.....	1,601,960,000
	7,529,752,000
Manufactured goods sold by manufacturers.....	62,905,111,000
Goods manufactured in merchant establishments (at wholesale selling prices).....	1,183,023,000
Total value of manufactured goods sold.....	64,088,134,000
Farm products ² —cash income.....	10,146,720,000
Products of mines and quarries ³	2,392,650,000
Petroleum (crude) production ⁴	1,280,417,000
Products of forests ⁵	1,100,000,000
Products of fishing ⁶	105,970,000
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 ⁷	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 ⁸ (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 \$24,689,811,423, 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 pointed out in Chapter II, 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-

¹ Census of Manufactures, 1929, Bureau of the Census.

² Yearbook of Agriculture, 1931, p. 977.

³ Census of Producing Mines and Quarries, 1929, Bureau of the Census.

⁴ Bureau of Mines, Department of Commerce.

⁵ Bureau of the Census.

⁶ Bureau of Fisheries, Department of Commerce.

⁷ 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.—The census of distribution includes 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 directly from the plants to wholesalers, 16.1 per cent

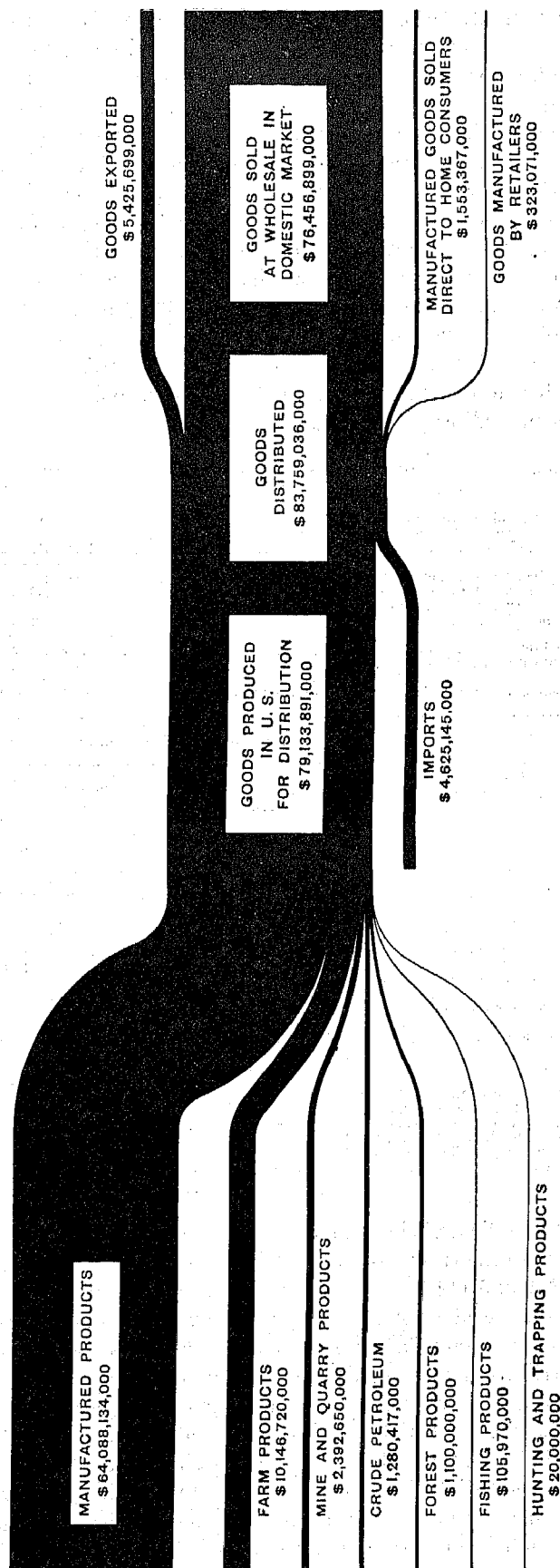


CHART II.—SOURCES AND VALUE OF GOODS DISTRIBUTED IN 1929

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.....	\$70,434,868,000
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.....	30,021,000
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.....	\$59,385,114,000	100.00	\$63,409,200,000	100.00
Sales to wholesalers.....	18,278,348,000	30.8	18,759,293,000	29.6
Sales to manufacturers' own wholesale branches.....	9,970,483,000	16.8	10,237,077,000	16.1
Sales to retailers.....	11,614,783,000	19.5	11,776,693,000	18.6
Sales to manufacturers' own retail branches.....	1,215,228,000	2.0	1,232,990,000	1.9
Sales to industrial and other large consumers.....	17,287,546,000	29.1	19,849,875,000	31.3
Sales to home consumers.....	1,009,726,000	1.7	1,553,367,000	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:

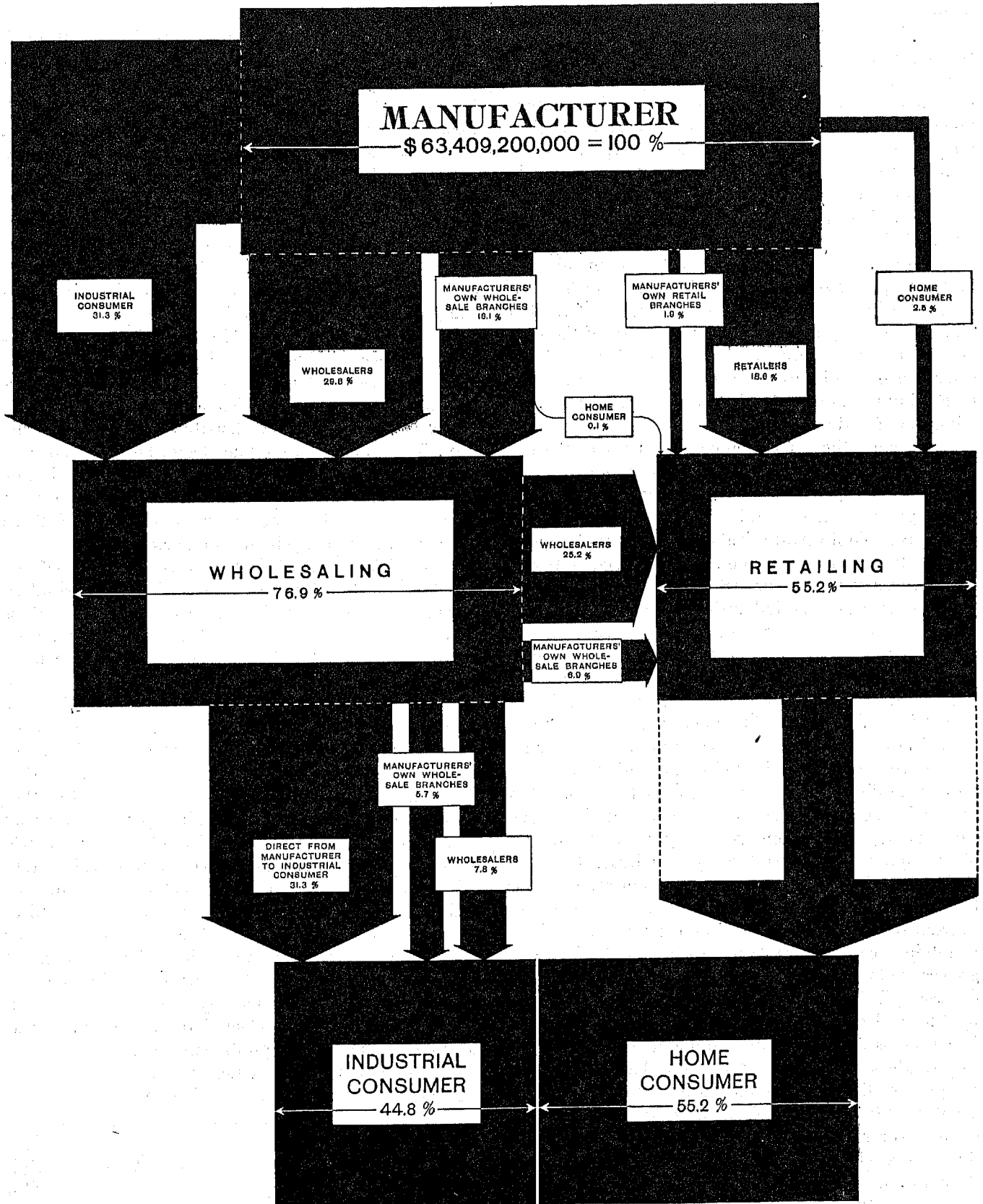
Manufacturers → industrial consumers.....	\$19,849,875,000
Manufacturers → manufacturers' sales branches → industrial consumers.....	3,582,976,950
Manufacturers → wholesalers, → industrial consumers.....	4,941,499,002
Manufacturers' sales branches.....	
Total.....	28,374,350,952

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 goods⁹ 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

⁹ From the net sales for wholesalers only as shown in Table 2, p. 66, 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



as goods passing through retail stores. Many kinds of 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 is 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, 592, 650, 000	38. 1
Products of forests.....	1, 100, 000, 000	20. 2
Products of fisheries.....	105, 970, 000	(1)

¹ 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.¹⁰ It is believed that

¹⁰ 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.

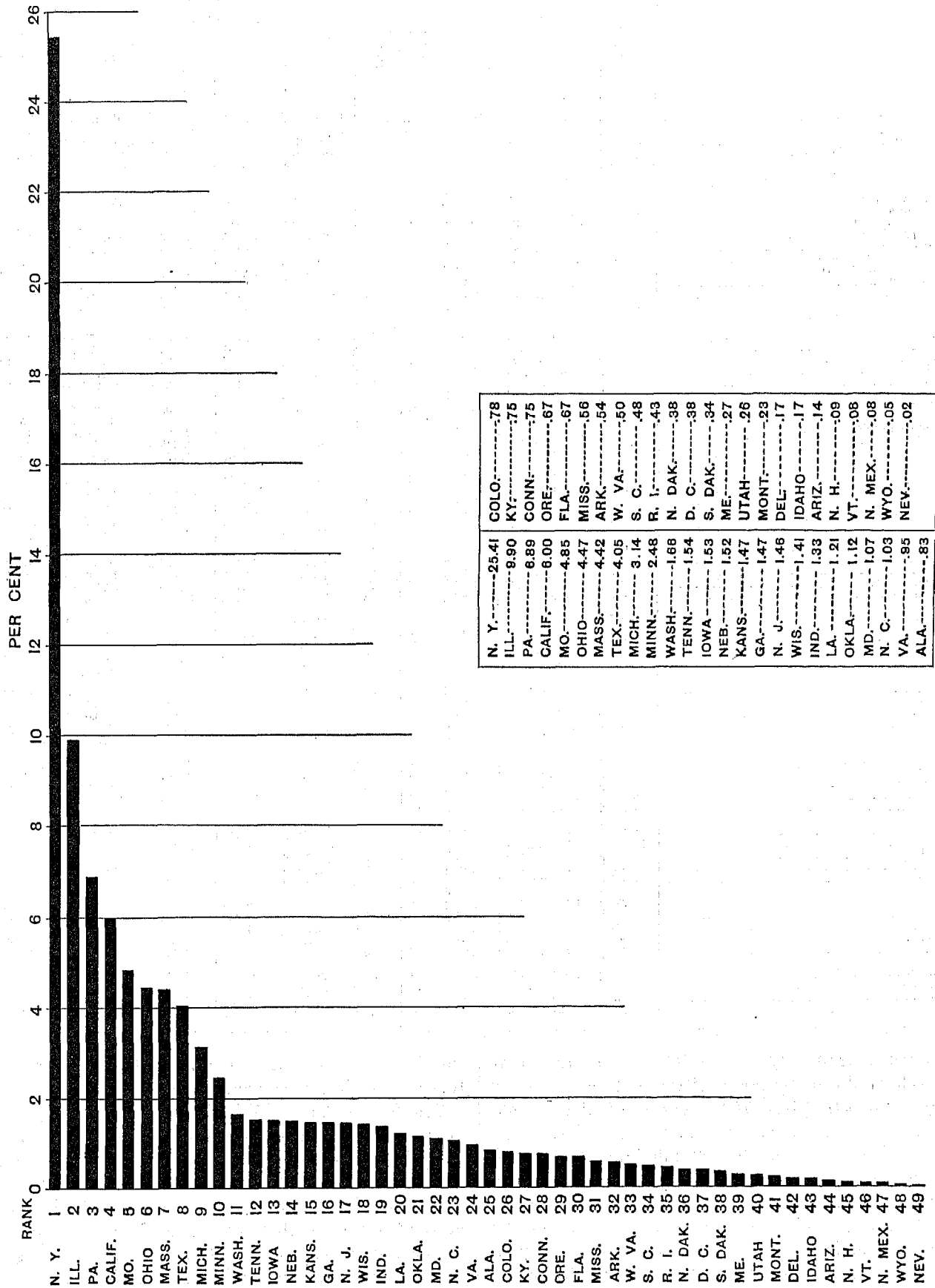
the States within each of the geographic divisions are sufficiently homogeneous in physical characteristics, in the composition of their population, or in their social and economic qualities to make each division a relatively distinct economic unit. Each geographic division differs, to a considerable 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.....	4,159,823,157	6.00
Missouri.....	3,361,720,921	4.85
Ohio.....	3,094,100,457	4.47
Massachusetts.....	3,065,855,586	4.42
Texas.....	2,804,517,879	4.05
Michigan.....	2,172,408,645	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	NET SALES		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		
UNITED STATES	169,702	\$69,291,547,604	100.00			1,605,042	1,310,969	294,073	\$8,010,129,535	\$5,246,739,657
Wholesalers only, total.....	79,840	20,556,155,088	42.63			912,143	741,997	170,146	1,713,259,483	3,382,558,373
Other types of wholesale establishments, total.....	89,862	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.....	9,793	4,195,260,238	6.05	7	8	111,164	88,591	22,573	206,773,497	328,359,861
Div. 2—Middle Atlantic.....	38,197	23,390,807,064	33.61	1	1	432,307	343,182	89,125	969,643,554	1,649,125,671
Div. 3—East North Central.....	32,185	14,028,413,139	20.24	2	2	353,398	287,624	65,774	687,611,365	906,483,099
Div. 4—West North Central.....	28,954	8,709,121,909	12.56	3	4	190,508	163,485	33,023	331,098,104	715,032,138
Div. 5—South Atlantic.....	15,652	4,657,674,839	6.72	6	3	140,227	113,979	26,248	200,123,109	360,207,169
Div. 6—East South Central.....	7,739	2,550,847,106	3.68	8	6	64,502	55,836	8,666	95,386,022	237,352,026
Div. 7—West South Central.....	17,560	4,787,187,074	6.91	5	5	104,153	90,386	13,767	168,731,679	389,309,472
Div. 8—Mountain.....	5,795	1,198,946,219	1.73	9	9	34,680	29,881	4,799	55,057,213	104,748,856
Div. 9—Pacific.....	13,821	6,773,290,016	8.33	4	7	168,103	138,005	30,098	296,200,362	556,000,405
STATES										
Alabama.....	1,743	574,145,187	.83	25	15	13,733	12,094	1,639	23,650,325	44,603,214
Arizona.....	358	97,554,221	.14	44	44	3,654	3,161	393	6,420,095	9,376,879
Arkansas.....	2,052	373,074,089	.54	32	25	8,403	7,684	820	12,194,842	30,060,080
California.....	9,751	4,150,823,157	6.00	4	6	123,053	100,737	22,316	219,909,186	436,847,129
Colorado.....	2,075	530,625,826	.78	26	33	14,628	12,324	2,304	28,947,235	37,448,597
Connecticut.....	1,369	520,550,066	.75	28	29	18,272	13,565	4,707	28,098,521	48,438,491
Delaware.....	283	118,086,590	.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	6,460	1,120	13,700,384	14,305,374
Florida.....	2,054	466,534,961	.67	30	31	20,075	16,930	3,145	26,750,869	33,481,547
Georgia.....	3,183	1,016,495,832	1.47	10	14	22,735	18,961	3,774	36,895,640	62,219,064
Idaho.....	681	121,193,295	.17	42	43	3,386	2,904	422	4,523,524	10,917,602
Illinois.....	11,587	6,861,067,302	9.90	2	3	104,531	132,438	32,093	341,523,391	418,767,130
Indiana.....	3,734	921,561,046	1.33	19	11	25,474	21,302	4,172	43,258,512	61,805,717
Iowa.....	4,954	1,057,006,088	1.52	13	19	27,003	23,222	4,381	41,081,801	69,104,900
Kansas.....	4,323	1,020,676,866	1.47	15	24	22,976	20,104	2,871	35,177,481	163,514,725
Kentucky.....	2,027	522,495,286	.75	27	17	21,538	18,348	3,190	26,083,298	99,058,953
Louisiana.....	1,729	839,197,033	1.21	20	22	17,493	15,226	2,267	29,336,618	58,905,589
Maine.....	987	189,976,451	.27	39	35	7,545	6,508	1,037	11,310,689	22,073,270
Maryland.....	2,205	741,337,043	1.07	22	28	22,468	17,990	4,478	33,065,486	49,522,486
Massachusetts.....	6,060	3,063,855,586	4.42	7	8	72,926	57,962	14,967	145,967,895	221,504,686
Michigan.....	5,272	2,172,408,545	3.14	9	7	47,406	38,425	8,981	97,087,110	118,537,006
Minnesota.....	5,521	1,716,943,724	2.48	10	18	37,708	31,560	6,148	62,666,233	152,375,023
Mississippi.....	1,713	386,226,122	.66	31	23	6,746	6,078	668	10,528,262	24,055,200
Missouri.....	6,974	3,361,720,921	4.85	5	10	79,488	63,680	15,808	145,571,050	240,247,282
Montana.....	1,249	158,545,212	.23	41	39	4,436	3,787	640	6,991,435	10,025,882
Nebraska.....	2,890	1,054,064,385	1.53	14	32	17,268	14,526	2,742	28,106,033	58,560,569
Nevada.....	96	13,718,077	.02	49	49	679	630	49	877,473	1,323,044
New Hampshire.....	826	61,413,714	.09	45	42	2,456	2,168	288	3,691,813	6,230,000
New Jersey.....	2,944	1,038,831,361	1.46	17	9	27,596	23,704	3,832	65,690,876	69,719,014
New Mexico.....	317	63,546,927	.08	47	45	1,365	1,258	97	2,330,908	4,743,040
New York.....	25,311	17,604,633,829	25.41	1	1	291,050	227,199	63,857	696,202,950	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	262,429,543	.38	36	38	5,929	5,483	446	9,939,864	24,418,234
Ohio.....	8,077	3,064,100,467	4.47	6	4	84,756	70,070	14,686	154,667,155	197,408,496
Oklahoma.....	4,179	773,398,073	1.12	21	21	19,210	17,042	2,168	30,916,058	60,884,815
Oregon.....	1,439	466,830,906	.67	29	34	14,659	12,418	2,241	24,190,176	40,580,000
Pennsylvania.....	10,542	4,777,261,874	6.89	3	2	113,655	92,219	21,436	217,649,738	306,215,349
Rhode Island.....	737	300,071,895	.43	35	37	8,029	6,743	1,286	14,820,323	23,780,518
South Carolina.....	1,439	333,528,360	.48	34	26	7,726	6,529	1,197	10,534,517	17,524,095
South Dakota.....	1,973	236,280,422	.34	38	30	5,537	4,910	627	8,615,762	16,810,495
Tennessee.....	2,256	1,068,980,561	1.54	12	16	22,485	19,316	3,169	35,123,717	68,735,490
Texas.....	9,608	2,804,517,870	4.05	8	5	68,937	50,484	8,603	96,284,461	238,858,988
Utah.....	736	180,101,474	.26	40	40	5,737	4,950	787	9,711,667	17,690,533
Vermont.....	308	67,392,926	.08	46	46	1,933	1,645	288	2,899,256	5,432,287
Virginia.....	2,344	656,308,593	.95	24	20	22,739	18,178	4,661	30,271,574	70,333,954
Washington.....	2,631	1,147,135,053	1.66	11	30	30,391	24,850	5,541	51,100,990	70,573,327
West Virginia.....	1,132	346,838,887	.50	33	27	10,339	9,114	1,225	19,302,996	29,539,478
Wisconsin.....	3,515	979,275,789	1.41	13	13	31,231	25,389	5,842	51,075,489	109,974,750
Wyoming.....	283	34,600,887	.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.¹¹

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.

¹¹ 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	\$99,291,547,604	100.00			1,805,042	1,310,999	294,073	\$3,010,129,535	\$5,246,739,657
Total for principal cities.....	81,144	52,836,461,005	76.25			1,114,867	894,490	220,397	2,308,685,515	3,743,991,860
Akron, Ohio.....	201	105,532,391	.15	87	35	2,028	2,270	340	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	661,005,982	.94	18	8	18,465	15,042	3,423	20,360,907	45,118,911
Birmingham, Ala.....	423	264,204,471	.37	31	34	6,540	5,617	923	11,662,318	19,328,897
Boston, Mass.....	3,653	2,357,016,604	3.40	3	9	48,704	37,607	11,097	103,800,739	161,029,870
Bridgeport, Conn.....	145	74,573,953	.11	65	54	1,893	1,566	327	3,375,181	7,656,082
Buffalo, N. Y.....	1,166	671,704,699	.97	16	13	14,548	11,531	3,017	29,717,334	39,819,045
Cambridge, Mass.....	121	55,754,824	.08	75	74	2,659	2,154	505	5,432,638	8,150,895
Camden, N. J.....	65	10,388,036	.03	91	68	815	815	87	1,447,113	1,463,548
Canton, Ohio.....	120	35,223,592	.05	85	83	1,204	696	208	2,205,682	2,810,124
Chattanooga, Tenn.....	135	62,763,800	.09	70	67	1,603	1,468	195	2,944,139	3,763,920
Chicago, Ill.....	6,702	5,870,166,410	8.47	2	2	138,657	109,855	28,802	300,426,769	367,896,405
Cincinnati, Ohio.....	1,326	729,813,931	1.05	13	17	17,252	13,505	3,687	34,069,386	43,612,021
Cleveland, Ohio.....	1,968	1,106,723,234	1.60	11	6	24,940	20,351	4,595	51,877,088	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.....	809	729,157,439	1.05	14	33	12,662	10,387	2,275	24,283,343	54,291,650
Dayton, Ohio.....	237	112,608,800	.16	55	41	3,133	2,859	604	5,605,045	7,201,080
Denver, Colo.....	934	395,968,075	.57	25	29	10,564	8,672	1,892	18,843,311	25,720,062
Des Moines, Iowa.....	333	149,074,534	.22	44	26	5,453	4,547	906	9,263,839	11,965,817
Detroit, Mich.....	2,130	1,540,059,671	2.22	6	4	26,510	21,169	5,341	61,185,172	67,756,282
Duluth, Minn.....	135	171,362,696	.25	40	90	3,281	2,716	565	5,518,048	12,200,671
Elizabeth, N. J.....	75	61,161,037	.07	79	73	665	560	75	1,426,163	5,168,021
El Paso, Tex.....	205	74,383,940	.11	69	89	2,075	1,797	278	3,514,547	7,237,753
Erie, Pa.....	160	31,947,269	.05	88	69	1,264	1,078	176	2,142,308	3,319,004
Evansville, Ind.....	184	61,096,426	.09	69	88	1,964	1,673	291	2,933,088	4,522,293
Fall River, Mass.....	130	55,143,856	.08	73	71	898	801	97	1,407,204	2,098,165
Flint, Mich.....	102	38,518,864	.06	82	59	1,365	1,150	206	2,656,677	7,238,460
Fort Wayne, Ind.....	168	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	3,420	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	16,919,222
Houston, Tex.....	506	519,913,180	.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	23,389,172
Jacksonville, Fla.....	346	180,779,118	.26	38	63	4,234	3,693	541	7,692,956	13,367,932
Jersey City, N. J.....	169	117,768,509	.17	53	23	3,658	3,000	658	7,627,728	10,709,731
Kansas City, Kan.....	97	92,317,973	.13	63	66	2,614	2,439	175	4,263,524	10,629,164
Kansas City, Mo.....	1,064	1,400,722,337	2.02	9	19	24,354	19,732	4,622	46,879,066	84,595,800
Knoxville, Tenn.....	135	53,448,242	.08	77	81	2,082	1,777	305	3,709,479	5,401,064
Long Beach, Calif.....	127	33,893,318	.05	86	57	1,207	1,120	78	2,168,725	3,377,915
Los Angeles, Calif.....	3,163	1,379,989,484	1.99	10	5	40,581	33,602	6,979	78,068,911	128,920,522
Louisville, Ky.....	528	267,679,140	.39	30	24	9,664	7,839	1,825	15,641,283	40,949,362
Lowell, Mass.....	89	24,043,146	.03	90	94	704	607	97	1,175,751	1,253,371
Lynn, Mass.....	119	17,231,041	.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	48,763,026	.07	80	78	1,727	1,562	165	2,074,025	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	5,493,353	9,065,419
Newark, N. J.....	643	393,420,365	.57	26	18	9,652	8,082	1,570	20,883,381	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.	187	\$35,836,866	0.05	84	75	1,193	1,016	177	\$1,895,023	\$2,255,367
New Haven, Conn.	389	138,850,175	.20	45	49	3,835	3,209	626	7,328,606	11,804,857
New Orleans, La.	712	601,980,823	.87	10	16	10,423	8,639	1,784	18,045,605	40,383,584
New York City (Greater New York)	10,618	15,631,148,123	22.56	1	1	237,291	183,268	54,023	596,563,582	1,109,344,703
Brooklyn Borough	375	187,913,157				4,690	4,075	615	9,702,570	16,046,421
Brooklyn Borough	1,818	690,107,474				19,332	16,750	2,582	30,894,320	45,285,353
Manhattan Borough	16,948	14,529,672,022				205,836	155,967	49,869	532,200,207	1,030,389,888
Queens Borough	400	202,715,023				7,023	6,106	917	13,014,633	16,030,404
Richmond Borough	77	11,740,428				410	370	40	782,552	692,637
Norfolk, Va.	319	153,754,184	.22	42	62	3,371	2,899	472	5,800,553	6,839,311
Oakland, Calif.	390	120,169,704	.19	50	30	5,712	4,963	749	9,711,133	12,877,315
Oklahoma City, Okla.	464	287,672,117	.42	28	43	6,605	5,648	957	11,304,457	17,208,509
Omaha, Nebr.	647	704,087,700	1.02	15	39	9,466	7,922	1,544	17,706,381	36,306,891
Paterson, N. J.	141	65,958,090	.09	68	60	1,264	1,119	145	2,770,255	3,536,887
Peoria, Ill.	215	98,759,108	.14	61	82	2,698	2,198	500	4,826,511	7,443,772
Philadelphia, Pa.	4,857	2,280,884,042	3.29	4	3	52,636	41,397	11,239	104,683,116	162,639,122
Pittsburgh, Pa.	1,849	1,484,500,266	2.14	7	10	27,435	22,103	5,332	58,056,013	65,227,666
Portland, Oreg.	867	383,432,050	.55	27	25	11,526	9,554	1,972	19,955,552	24,145,281
Providence, R. I.	877	246,423,158	.36	33	37	6,427	5,291	1,136	12,647,622	18,527,279
Reading, Pa.	203	56,148,259	.08	73	76	1,853	1,563	290	3,174,851	3,876,503
Richmond, Va.	416	233,611,053	.34	34	44	7,143	5,579	1,264	11,219,781	32,077,701
Rochester, N. Y.	401	94,023,026	.13	62	22	4,219	3,420	799	6,827,510	13,908,561
St. Louis, Mo.	1,940	1,480,081,458	2.06	8	7	40,769	31,896	8,874	76,733,960	122,719,930
St. Paul, Minn.	462	221,745,514	.32	36	31	8,030	6,589	1,441	12,987,544	24,139,069
Salt Lake City, Utah	334	130,332,382	.19	48	59	4,515	3,865	650	7,068,689	13,242,733
San Antonio, Tex.	343	133,819,637	.19	47	58	4,715	4,022	693	7,444,768	12,045,700
San Diego, Calif.	199	50,839,385	.08	72	53	2,645	2,381	264	4,212,016	5,824,604
San Francisco, Calif.	3,154	1,784,174,952	2.57	5	11	37,545	29,807	7,738	77,585,544	144,105,010
Scranton, Pa.	279	111,865,674	.16	56	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	29,767,725	47,039,401
Somerville, Mass.	31	32,993,117	.05	87	85	938	803	135	1,665,322	2,110,820
South Bend, Ind.	129	40,618,974	.06	81	84	1,304	1,153	241	2,779,536	3,780,335
Spokane, Wash.	256	134,049,126	.19	46	70	4,473	3,681	792	7,384,676	12,443,846
Springfield, Mass.	254	115,560,454	.17	54	52	3,513	2,843	670	6,357,098	7,589,496
Syracuse, N. Y.	460	178,538,126	.26	39	40	4,976	3,996	980	10,001,720	13,397,360
Tacoma, Wash.	150	55,939,545	.08	74	79	2,661	2,221	440	3,952,537	6,150,358
Tampa, Fla.	223	82,678,603	.12	64	91	2,408	2,118	288	4,676,437	6,301,089
Toledo, Ohio	417	187,892,873	.27	37	27	7,502	6,425	1,077	12,991,505	16,427,231
Trenton, N. J.	132	36,592,908	.05	83	66	1,377	1,207	170	2,344,529	2,730,798
Tulsa, Okla.	282	103,665,663	.15	58	58	2,486	2,174	312	4,089,908	9,441,048
Utica, N. Y.	134	59,359,197	.08	71	83	1,972	1,637	315	3,649,311	5,680,123
Washington, D. C.	496	261,083,044	.38	30	14	7,575	6,450	1,125	13,700,334	14,905,374
Wichita, Kans.	256	181,154,543	.23	41	77	3,125	2,520	605	5,460,530	9,432,859
Wilmington, Del.	127	102,114,388	.15	59	80	1,742	1,391	351	3,319,264	9,331,074
Worcester, Mass.	246	68,454,709	.10	67	42	2,731	2,292	439	4,376,297	6,136,947
Yonkers, N. Y.	74	27,695,447	.04	89	61	809	728	83	1,080,331	2,362,039
Youngstown, Ohio	194	100,941,997	.14	60	45	2,970	2,060	310	5,412,793	8,554,066

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 San Francisco
Illinois	Cook
Massachusetts	Suffolk
Michigan	Wayne
Missouri	Jackson St. Louis City
New York	New York

State	County
Ohio	Cuyahoga
Pennsylvania	Allegheny
	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	Number of employees			Salaries and wages	Stocks on hand, end of year (at cost)	Number of establishments	Number of employees			Salaries and wages	Stocks on hand, end of year (at cost)			
		Not sales	Total	Male				Female	Not sales	Total			Male	Female	
ALABAMA						ARKANSAS									
Total.....	1,743	Dollars 574,146,187	13,733	12,094	1,639	Dollars 23,650,325	Dollars 44,603,214	Total.....	2,052	Dollars 373,074,089	8,463	7,684	829	Dollars 12,194,542	Dollars 30,680,080
Wholesalers only.....	785	275,083,354	9,050	7,045	1,105	14,927,370	27,262,072	Wholesalers only.....	570	179,649,680	5,062	4,542	520	8,120,185	23,610,367
Other wholesale establishments.....	958	299,056,833	4,683	4,149	534	8,722,955	17,341,142	Other wholesale establishments.....	1,482	193,424,403	3,401	3,092	300	4,074,357	7,043,713
Autauga.....	3	139,942	7	4	15,525	10,149	Arkansas.....	34	2,372,110	103	99	4	114,258	208,911	
Baldwin.....	21	1,719,999	49	68	11	91,631	51,718	Ashley.....	16	1,144,330	11	11	1	17,104	150,791
Barbour.....	20	3,504,395	111	106	5	121,895	127,586	Baxter.....	15	2,119,680	7	7	1	7,900	47,100
Bibb.....	8	412,930	8	7	1	26,112	38,072	Benton.....	60	3,900,607	130	129	10	187,013	523,001
Blount.....	11	854,919	17	15	2	31,559	40,641	Boone.....	35	1,324,044	52	44	8	34,519	144,143
Bullock.....	4	523,795	10	9	1	29,180	44,697	Bradley.....	9	1,034,489	17	16	1	68,205	60,647
Butler.....	14	2,614,398	42	39	3	66,037	116,765	Calhoun.....	25	1,360,110	39	36	3	50,127	179,740
Calhoun.....	40	9,531,558	220	198	22	390,140	937,895	Carroll.....	21	6,664,719	135	130	5	187,754	544,856
Chambers.....	2	(x)	(x)	(x)	(x)	(x)	(x)	Chicot.....	22	2,178,616	65	60	5	85,703	169,630
Cherokee.....	4	258,014	6	6	24,435	13,009	Clark.....	14	1,016,600	26	25	1	30,054	30,523	
Chilton.....	19	1,895,936	40	37	3	61,999	115,517	Cleburne.....	7	255,215	9	9	1	8,271	23,686
Choctaw.....	12	435,821	18	18	29,760	24,929	Cleveland.....	2	(x)	(x)	(x)	(x)	(x)	(x)	
Clarke.....	9	484,123	79	79	58,067	40,406	Columbia.....	32	4,101,098	50	48	2	69,522	182,498	
Clay.....	8	785,529	8	8	20,117	19,289	Conway.....	33	3,178,278	43	42	1	48,970	150,387	
Cleburne.....	1	(x)	(x)	(x)	(x)	(x)	Craighead.....	84	7,435,021	161	149	12	258,647	305,268	
Coffee.....	20	2,027,203	65	63	2	69,725	98,858	Crawford.....	13	3,005,173	64	62	2	61,694	60,961
Colbert.....	10	1,758,594	59	56	3	111,490	147,911	Crittenden.....	39	1,836,489	110	117	2	80,498	69,120
Concuh.....	7	1,345,444	13	12	1	21,691	21,691	Cross.....	19	842,543	45	42	3	54,072	44,671
Cosa.....	3	265,228	9	8	1	12,038	39,945	Dallas.....	10	505,009	12	11	1	12,973	85,856
Covington.....	22	3,033,762	87	84	3	171,517	277,550	Deshs.....	14	2,913,519	50	51	5	93,482	240,001
Crenshaw.....	13	1,126,602	21	21	4	46,703	51,309	Drew.....	6	328,260	13	13	1	19,614	22,149
Cullman.....	15	1,726,570	45	41	4	84,801	111,949	Faulkner.....	17	2,494,319	52	49	3	88,475	189,231
Dale.....	23	766,217	37	37	5	69,219	57,409	Franklin.....	10	170,852	7	7	1	9,328	17,485
Dallas.....	49	17,908,907	380	341	45	575,888	1,189,441	Fulton.....	3	547,451	13	13	1	9,070	77,019
De Kalb.....	14	2,442,580	24	23	1	65,154	113,837	Garland.....	35	3,684,504	165	161	4	188,952	302,103
Elmore.....	1	1,310,358	10	9	1	49,068	61,198	Grant.....	37	3,222,891	12	12	1	13,333	33,558
Escambia.....	25	1,614,016	65	62	3	54,747	114,108	Greene.....	33	2,136,820	82	77	5	94,070	208,576
Etowah.....	40	11,950,106	238	224	14	351,191	694,127	Hot Spring.....	19	6,025,280	66	60	6	109,949	188,425
Fayette.....	21	2,763,644	17	16	1	39,341	156,708	Howard.....	7	658,016	22	22	2	41,246	82,614
Franklin.....	8	422,994	14	13	1	31,135	69,049	Independence.....	29	1,656,050	42	39	3	58,012	146,331
Genova.....	38	1,168,607	55	54	1	22,089	45,998	Isard.....	37	5,457,718	116	106	10	165,998	536,961
Greene.....	13	899,153	29	28	1	22,488	10,262	Jackson.....	25	996,318	20	19	2	26,744	82,007
Hale.....	22	1,317,996	32	31	1	22,455	56,086	Jefferson.....	25	8,520,888	112	110	2	125,514	168,189
Henry.....	7	279,254	5	5	8	224,996	534,599	Johnson.....	83	38,271,212	421	375	46	610,445	1,274,689
Houston.....	41	8,714,330	148	140	5	44,476	140,941	Lafayette.....	17	820,592	13	13	1	10,805	86,055
Jackson.....	13	1,934,600	21	21	1	20,072	19,808,561	Lalawette.....	9	424,447	17	16	1	25,994	39,323
Jefferson.....	447	269,581,720	6,724	5,788	936	11,998,370	19,808,561	Lawrence.....	21	3,170,185	31	30	1	35,833	126,028
Lamar.....	9	339,649	12	11	1	9,109	401,256	Lee.....	84	5,483,377	101	88	103	89,968	201,125
Lauderdale.....	40	7,398,006	261	242	19	308,163	401,256	Lincoln.....	5	219,919	17	17	1	8,987	5,721
Lawrence.....	3	500,960	1	1	3	149,224	224,207	Little River.....	14	867,454	42	41	1	26,304	84,932
Lee.....	14	2,669,450	48	45	3	76,088	23,638	Logan.....	34	814,209	28	28	2	20,563	48,815
Limestone.....	16	4,774,330	45	43	2	76,088	23,455	Lonoke.....	70	3,486,699	69	59	9	53,010	348,378
Lowndes.....	4	191,175	9	9	1	61,437	61,437	Madison.....	10	776,221	60	56	4	75,000	109,979
Macon.....	17	1,020,156	16	14	2	37,567	1,646,461	Marion.....	13	158,858	6	6	1	9,691	20,391
Madison.....	38	13,674,493	198	178	20	276,950	6,430,017	Miller.....	20	9,119,603	334	305	29	535,452	1,068,040
Marengo.....	15	4,102,034	49	47	2	97,140	832,358	Mississippi.....	89	24,411,800	320	307	13	484,437	556,570
Marion.....	11	850,316	23	22	1	58,341	64,317	Monroe.....	29	1,098,472	63	59	4	44,519	110,218
Marshall.....	12	978,272	21	20	1	70,783	19,928	Montgomery.....	5	805,383	9	9	1	24,328	33,287
Mobile.....	141	53,433,500	1,789	1,578	211	2,874,643	5,430,017	Newada.....	9	1,211,658	18	16	2	35,585	87,971
Mourne.....	6	287,592	7	7	3	37,147	6,529,693	Newark.....	3	(x)	(x)	(x)	(x)	(x)	
Montgomery.....	136	86,966,635	1,540	1,353	187	2,661,772	6,529,693	Quachita.....	19	2,653,028	66	61	5	124,265	215,817
Morgan.....	41	10,319,411	129	122	7	192,361	1,308,621	Perry.....	4	267,024	4	4	1	8,824	16,255
Perry.....	14	1,770,622	16	15	1	27,909	61,094	Phillips.....	75	18,222,470	387	323	14	507,605	1,033,277
Pleikens.....	18	1,408,600	23	23	1	54,744	51,836	Poinsett.....	20	493,283	3	3	1	2,550	43,787
Pike.....	26	2,517,849	125	72	53	124,286	260,413	Polk.....	24	1,990,320	61	59	2	47,516	96,507
Randolph.....	12	856,468	17	17	6	63,136	126,956	Popa.....	14	511,629	28	27	1	45,353	159,404
Russell.....	7	362,753	6	6	1	8,931	61,437	Prairie.....	10	5,273,905	65	52	3	78,949	200,499
St. Clair.....	4	191,496	4	4	1	21,781	13,885	Pulaski.....	100	800,059	15	14	1	16,754	32,612
Shelby.....	10	431,931	9	9	1	20,094	324,203	Randolph.....	6	725,021	10	10	1	8,732	46,783
Sumter.....	7	819,744	10	10	1	28,760	66,113	St. Francis.....	25	4,020,747	62	50	2	67,929	142,010
Talladega.....	23	5,283,994	93	85	8	157,308	895,067	Saline.....	3	27,930	8	8	1	5,870	5,219
Tallapoosa.....	17	1,254,020	30	30	3	66,113	127,876	Scott.....	7	262,413	13	12	1	10,481	11,890
Tuscaloosa.....	42	14,759,879	438	394	44	895,067	1,048,791	Searcy.....	32	444,243	12	12	1	15,297	62,600
Walker.....	15	1,763,520	47	45	2	61,518	8,944	Sebastian.....	80	33,068,495	960	862	98	1,593,331	6,004,557
Washington.....	3	128,509	2	2	1	15,880	15,880	Sevier.....	27	2,655,012	144	111	33	78,196	123,934
Wilcox.....	4	175,303	5	5	1	10,021	15,019	Sharp.....	6	484,486	16	16	1	14,881	51,243
Winston.....	7	561,502	11	11	1	28,069	67,759	Stone.....	1	(x)	(x)	(x)	(x)	(x)	
ARIZONA						CALIFORNIA									
Total.....	368	87,554,221	3,554	3,161	393	5,420,095	9,376,879	Total.....	9,751	4,159,323,157	123,063	100,737	22,316	219,909,186	455,847,129
Wholesalers only.....	169	49,773,897	1,726	1,514	212	3,114,380	6,797,637	Wh							

GENERAL ANALYSIS

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		
CALIFORNIA—Continued															
Contra Costa	35	3,465,400	230	224	6	256,757	54,568	51	7,202,008	139	132	7	226,826	403,748	
Del Norte	4	158,001	10	10		18,256	11,922	30	8,187,380	241	200	41	395,102	938,497	
Eldorado	8	3,976,548	220	215	5	232,668	47,291	1	(x)	(x)	(x)		(x)	(x)	
Fresno	231	62,449,913	2,060	2,097	563	3,952,220	4,173,660	6	259,405	12	12		27,130	53,163	
Glenn	19	2,939,036	96	87	9	89,351	44,470	8	491,276	24	24		30,632	21,706	
Humboldt	33	3,666,623	208	183	25	278,694	378,371	22	2,372,541	104	94	10	123,338	441,707	
Imperial	90	24,976,965	1,360	1,335	25	1,743,732	1,143,557	30	2,210,931	49	47	2	77,295	174,302	
Inyo	7	369,029	19	19		39,471	45,042	25	1,728,138	89	75	14	118,475	94,407	
Kern	116	26,252,060	964	901	63	1,459,125	1,881,558	2	(x)	(x)	(x)		(x)	(x)	
Kings	20	5,999,866	185	171	14	285,632	183,625	2	(x)	(x)	(x)		(x)	(x)	
Lake	4	1,258,316	11	11		14,077	7,220	27	3,149,967	53	51	2	86,250	155,804	
Lassen	3	320,165	14	14		31,986	22,743	1	(x)	(x)	(x)		(x)	(x)	
Los Angeles	3,652	1,540,321,704	46,832	38,072	8,100	85,297,331	130,794,579	36	4,340,772	74	69	5	101,937	232,086	
Madera	9	477,434	83	81	2	58,384	39,420	71	10,637,451	730	654	76	1,047,395	2,169,830	
Marin	11	1,118,032	88	87	1	80,190	41,528	2	41,528	(x)	(x)		(x)	(x)	
Mariposa	4	50,926	24	24		10,193	7,266	32	5,820,405	58	55	3	76,906	403,964	
Mendocino	17	1,351,183	105	104	1	156,876	59,641	16	309,562	89	86	3	36,331	36,618	
Merced	32	4,316,051	273	253	20	305,756	233,904	18	1,844,973	30	29	1	42,200	183,791	
Modoc	7	742,268	13	12	1	43,915	84,301	2	(x)	(x)	(x)		(x)	(x)	
Mono	1	(x)	(x)	(x)	(x)	(x)	(x)	3	61,634	4	4		7,180	6,628	
Monterey	78	15,492,224	1,080	917	163	1,133,171	431,626	13	1,200,030	19	10		34,367	38,417	
Napa	15	1,438,002	80	68	12	125,973	77,843								
Nevada	7	469,008	31	26	5	51,093	106,314	4	106,078	3	3		4,609	15,073	
Orange	137	56,888,660	3,441	2,740	701	4,014,661	1,428,207	9	911,361	29	26	3	34,441	99,785	
Placer	26	4,189,937	164	153	11	220,120	200,983	110	10,925,044	328	264	64	403,851	692,257	
Plumas	2	(x)	(x)	(x)	(x)	(x)	(x)	28	3,484,288	51	50	1	57,347	153,821	
Riverside	72	15,432,677	1,673	1,240	433	1,391,613	522,334								
Sacramento	156	88,272,918	2,738	2,310	422	4,760,165	11,407,090								
San Benito	9	1,145,662	60	58	2	88,022	141,715								
San Bernardino	133	53,636,905	2,846	2,018	828	3,507,190	1,436,409								
San Diego	228	59,319,409	3,007	2,658	349	4,506,792	5,962,406								
San Francisco	3,154	1,784,174,052	37,545	29,807	7,738	77,535,544	144,105,010								
San Joaquin	110	42,140,962	1,355	1,211	144	2,264,446	3,795,267								
San Luis Obispo	37	5,981,002	199	176	23	302,089	569,626								
San Mateo	21	22,234,237	225	200	25	374,675	659,446								
Santa Barbara	70	17,611,801	1,164	1,048	116	1,568,823	914,286								
Santa Clara	108	24,282,175	1,266	1,089	177	1,907,587	1,524,205								
Santa Cruz	80	13,085,041	1,043	889	154	787,200	1,105,126								
Shasta	14	634,260	39	36	4	67,561	56,016								
Sierra															
Siskiyou	17	1,972,588	63	60	3	126,835	1,337,582								
Solano	33	4,284,105	116	109	7	210,550	206,440								
Sonoma	102	27,375,848	1,000	747	253	1,081,460	620,140								
Stanislaus	70	9,287,562	475	406	69	597,496	479,652								
Sutter	12	762,654	38	35	3	74,429	46,619								
Tehama	19	1,390,215	39	38	1	68,862	31,120								
Trinity															
Tulare	87	21,229,930	1,371	768	603	1,157,697	428,986								
Tuolumne	6	502,391	24	23	1	56,575	41,242								
Ventura	77	27,922,402	1,396	1,193	203	1,576,101	4,408,187								
Yolo	20	5,400,970	75	73	2	168,959	165,825								
Yuba	15	2,675,845	72	66	6	110,450	142,052								
COLORADO															
Total	2,075	539,625,526	14,628	12,324	3,304	23,947,236	37,448,567								
Wholesalers only—Other wholesale establishments	813	224,380,829	9,018	7,395	1,623	14,936,204	23,438,852								
Other wholesale establishments	1,262	315,244,697	5,610	4,929	681	9,010,972	14,009,745								
COLORADO															
Adams	15	921,797	26	25	1	45,317	54,971								
Alamosa	17	2,165,048	48	44	4	102,892	132,838								
Arapahoe	22	1,773,623	52	40	12	77,692	65,931								
Archuleta	1	(x)	(x)	(x)	(x)	(x)	(x)								
Baca	19	2,684,492	25	24	1	49,531	117,604								
Bent	12	1,589,021	27	26	1	38,881	114,501								
Boulder	42	2,434,600	82	75	7	159,323	261,152								
Chaffee	11	531,364	55	52	3	44,746	52,850								
Cheyenne	11	803,860	16	16		21,397	87,594								
Clear Creek	1	(x)	(x)	(x)	(x)	(x)	(x)								
Conjels	30	1,712,309	85	83	2	52,792	35,110								
Costilla	21	393,403	49	46	3	26,758	21,948								
Crowley	17	643,183	30	30		27,750	61,602								
Custer	4	130,941	12	11	1	9,069	28,084								
Delta	25	2,538,464	201	181	20	151,008	205,331								
Denver	934	396,958,075	10,564	8,673	1,892	18,343,311	25,720,052								
Dolores	2	(x)	(x)	(x)	(x)	(x)	(x)								
Douglas	7	143,999	9	8	1	6,636	6,513								
Eagle	4	74,612	4	2	20	11,877	11,877								
Elbert	15	845,835	27	27		33,585	42,597								
El Paso	65	10,442,820	353	319	34	557,385	556,922								
Fremont	22	1,472,121	74	67	7	95,388	119,436								
Garfield	16	1,026,893	20	19	1	45,109	189,383								
Gilpin	4	62,178	29	29		9,923	14,979								
Grand	4	61,242	4	4		8,317	3,977								
Gunnison	3	126,198	3	3		11,189	9,193								
Hinsdale	1	(x)	(x)	(x)	(x)	(x)	(x)								
Huerfano	13	1,462,984	40	38	2	68,038	162,824								
Jackson	3	259,346	71	68	3	111,486	68,897								
Jefferson	6	171,547	7	7		11,268	9,203								
Kiowa	12	923,096	38	34	4	45,542	1,486,521								
Kit Carson	45	11,096,225	56	53	3	67,511	126,675								
Lake	6	397,380	17	16	1	30,465	66,607								
La Plata	19	1,281,117	84	74	10	68,594	138,581								
Larimer	35	4,351,125	100	94	6	173,061	399,970								
Las Animas	28	12,882,648	192	162	30	403,813	621,462								
Lincoln	20	4,091,648	4												

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			
FLORIDA—Con.															
Hardee	21	1,322,768	85	66	10	93,788	35,821	Dodge	17	1,846,077	45	42	3	73,920	54,003
Hendry	4	825,240	5	5		28,137	26,622	Dooly	22	1,076,071	10	16		27,027	41,037
Hernando	8	485,588	87	67	6	67,409	13,195	Dougherty	42	23,842,317	588	545	43	821,331	1,400,123
Highlands	15	817,868	57	47	10	118,296	36,203	Douglas	7	370,618	6	6		23,463	20,815
Hillsborough	243	87,867,487	2,727	2,387	340	4,347,542	6,827,341	Early	9	2,023,183	20	19	1	42,634	44,899
Holmes	4	171,429	6	5	1	14,025	10,623	Echols	3	36,000	51	51		14,800	12,000
Indian River	4	171,429	6	5	1	14,025	10,623	Effingham	4	102,545	4	4		17,468	6,627
Jackson	30	2,568,987	66	64	2	94,116	187,170	Elbert	12	1,931,578	27	24	3	43,634	65,814
Jefferson	13	473,432	22	22		40,564	34,783	Emanuel	66	2,169,271	62	62		53,345	80,341
Lafayette	2	(x)	(x)	(x)	(x)	(x)	(x)	Evans	12	706,470	19	19		40,079	40,599
Lake	35	3,402,388	888	620	59	425,507	106,117	Fannin	5	808,601	13	13		29,947	47,217
Lee	15	2,214,213	123	111	12	164,311	91,950	Fayette	5	85,377	2	2		1,979	2,617
Leon	16	1,891,358	69	66	3	119,803	200,799	Floyd	40	14,544,131	220	196	24	392,932	1,171,543
Levy	10	522,472	25	25		41,076	21,599	Forsyth	5	277,574	7	2	2	2,450	1,000
Liberty	1	(x)	(x)	(x)	(x)	(x)	(x)	Franklin	17	1,870,991	37	35	2	83,222	88,997
Madison	9	410,425	15	14	1	35,435	27,360	Fulton	763	503,425,625	12,074	9,956	2,118	22,033,180	30,942,487
Manatee	30	4,202,033	266	231	35	125,821	125,821	Gilmer	11	291,015	10	10		13,137	14,318
Marion	96	4,383,900	108	96	10	306,370	186,084	Glascok	1	(x)	(x)	(x)	(x)	(x)	(x)
Martin	16	375,040	15	15		36,352	25,287	Glynn	34	19,825,630	416	168	263	265,341	518,704
Monroe	25	2,135,233	74	70	4	121,614	157,159	Gordon	9	528,502	16	16	1	35,260	47,786
Nassau	4	604,637	24	24		48,703	34,771	Grady	23	1,566,893	81	53	28	56,960	86,482
Ocala	4	184,108	10	10		10,232	8,155	Greene	12	208,065	5	5		16,145	16,744
Okeechobee	13	432,833	29	26	3	40,228	34,162	Gwinnett	9	578,634	11	9	2	38,127	40,872
Orange	62	16,991,780	1,902	1,429	473	1,177,251	675,308	Habersham	12	827,726	20	27	2	58,827	85,298
Osceola	7	400,330	15	14	1	42,241	30,068	Hall	33	6,029,156	135	123	12	224,406	641,591
Palm Beach	74	10,206,390	375	346	29	683,160	636,659	Hancock	12	483,217	16	16		23,246	10,864
Pasco	26	491,364	80	79	1	63,302	24,024	Haralson	7	361,792	8	8		14,983	9,044
Pinellas	76	9,510,092	808	718	88	848,432	556,378	Harris	3	106,621	2	2		10,825	5,119
Polk	94	10,838,181	2,622	1,966	656	1,924,465	878,710	Hart	28	1,093,902	28	26	2	31,270	48,018
Putnam	26	4,078,106	194	129	65	216,700	169,357	Heard							
St. Johns	18	4,398,843	67	58	9	144,576	41,990	Henry	18	711,353	21	21		15,630	28,812
St. Lucia	15	1,268,148	123	107	16	102,237	177,217	Houston	8	301,500	7	7		24,624	25,989
Santa Rosa	4	248,892	8	8		15,374	6,884	Irwin	19	430,177	23	21	2	14,138	5,728
Sarasota	17	1,726,684	73	71	2	111,004	80,321	Jackson	20	1,842,629	17	16	1	48,168	28,984
Seminole	30	7,614,311	335	251	84	394,430	361,923	Jasper	7	397,326	11	10	1	14,178	44,931
Sumter	12	980,601	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	77,698
Taylor	9	818,172	21	21		72,139	82,113	Jenkins	18	483,822	19	19		24,890	31,110
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	306,052	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	12,701
Walton	8	364,817	11	10	1	33,413	23,791	Lander	1	(x)	(x)	(x)	(x)	(x)	(x)
Washington	5	593,834	20	20		43,110	34,945	Laurens	57	4,218,870	102	87	15	135,833	256,440
GEORGIA															
Total	3,183	1,016,495,582	22,735	18,981	3,774	36,895,640	62,219,664								
Wholesalers only	1,076	416,437,286	11,026	9,180	1,840	16,772,491	37,537,216								
Other wholesale establishments	2,107	601,058,546	11,709	9,781	1,928	20,123,149	24,632,448								
Appling	32	1,324,131	47	47		49,459	42,093	Lamar	4	173,814	5	4	1	18,932	12,701
Aikinson	4	93,443	24	24		9,611	5,383	Lander	1	(x)	(x)	(x)	(x)	(x)	(x)
Bacon	4	260,210	7	7		15,960	13,045	Laurens	57	4,218,870	102	87	15	135,833	256,440
Baker								Lee	1	(x)	(x)	(x)	(x)	(x)	(x)
Baldwin	14	2,222,960	67	62	5	99,618	201,145	Liberty	2	(x)	(x)	(x)	(x)	(x)	(x)
Banks								Lincoln	3	365,162	3	3		6,364	16,344
Barrow	25	1,909,220	15	12	3	24,640	59,824	Long	1	(x)	(x)	(x)	(x)	(x)	(x)
Bartow	25	3,930,746	69	64	5	107,449	180,561	Lowndes	36	7,511,740	207	193	14	304,333	477,282
Ben Hill	10	908,784	42	40	2	50,824	65,774	Lumpkin	1	(x)	(x)	(x)	(x)	(x)	(x)
Berrien	7	1,420,199	85	85		37,561	8,587	McDuffie	14	552,790	7	6	1	28,695	10,455
Bibb	89	26,500,310	1,011	851	160	1,530,740	2,411,942	McIntosh	1	(x)	(x)	(x)	(x)	(x)	(x)
Bleckley	23	616,794	20	18	2	17,034	33,185	Macon	14	1,348,198	24	23	1	30,726	125,674
Brantley	1	(x)	(x)	(x)	(x)	(x)	(x)	Madison	24	959,279	21	21		5,215	11,533
Brooks	10	624,878	28	26	2	62,828	159,184	Marion	2	(x)	(x)	(x)	(x)	(x)	(x)
Bryan	3	88,272	2	2		2,789	3,235	Meriwether	10	1,550,933	9	9		21,775	23,559
Bulloch	29	2,029,395	94	91	3	81,033	101,527	Miller	1	(x)	(x)	(x)	(x)	(x)	(x)
Burke	15	2,252,390	27	26	1	63,323	161,121	Milton	5	145,500	3	3		1,080	27,000
Butts	6	163,137	9	9		15,974	10,201	Mitchell	14	1,450,114	46	40	6	75,408	97,142
Calhoun	11	1,411,456	8	8		27,055	39,458	Monroe	7	331,222	8	7	1	18,334	28,661
Camden	4	2,181,380	5	5		13,555	25,594	Montgomery	7	342,790	6	6		1,650	9,940
Campbell	7	268,748	5	5		20,482	9,681	Morgan	12	808,234	23	23		19,389	63,842
Candler	15	1,228,756	69	68	1	36,302	54,555	Murray	6	232,374	8	8		4,469	8,064
Carroll	33	5,409,999	73	69	4	97,470	404,370	Muscogee	63	17,462,421	581	509	72	910,176	1,379,024
Catoosa								Newton	20	1,530,274	38	37	1	49,181	109,387
Charlton	3	74,912	4	4		8,012	8,444	Oconee	3	79,375	5	4	1	5,612	11,000
Chatham	187	121,484,464	1,982	1,678	304	3,171,303	9,582,207	Oglethorpe	11	181,184	6	6		11,100	11,601
Chattahoochee	2	(x)	(x)	(x)	(x)	(x)	(x)	Paulding	6	345,012	3	3		6,454	21,807
Chattooga	2	(x)	(x)	(x)	(x)	(x)	(x)	Peach	9	901,334	33	32	1	55,458	62,329
Cherokee	8	954,142	22	21	1	57,885	108,446	Pickens							
Clarke	43	17,629,012	267	240	17	386,323	631,093	Pierce	12	368,479	40	40		2,856	
Clay	5	367,955	1	1		5,977	30,966	Plke	12	452,833	5	4	1	4,792	13,122
Clayton	8	537,403	9	7	2	12,973	35,118	Polk	17	3,371,346	64	59	5	103,062	671,831
Clinch	3	199,752	8	8		15,199	46,028								

GENERAL ANALYSIS

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	Not 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	Total	Male	Female	Dollars	Dollars					Total	Male	Female	Dollars	Dollars			
GEORGIA—Con.										ILLINOIS—Con.									
Troup	30	4,599,109	160	150	10	281,051	517,013			Cumberland	8	167,751	7	0	1	0,314	11,557		
Turner	4	146,519	4	4		13,683	12,128			De Kalb	37	4,451,574	115	107	8	189,740	271,708		
Twiggs	6	56,268	2	2		5,045	5,503			De Witt	49	4,731,750	85	80	5	103,310	267,816		
Union	4	99,100	6	6		4,400			Douglas	30	3,641,043	92	89	3	121,760	225,048			
Upson	12	1,245,101	34	34		55,557	77,513			Du Page	15	1,302,011	04	01	3	145,063	101,091		
Walker	20	474,093	12	12		65,432	40,422			Du Sable	54	4,851,310	196	163	33	223,002	500,363		
Walton	12	1,801,871	21	20	1	44,224	66,570			Edwards	15	1,261,073	35	35		38,900	55,470		
Ware	24	7,231,656	103	95	8	167,086	109,453			Effingham	20	1,983,841	70	63	7	90,053	271,835		
Warren	4	138,243	4	4		18,856	11,970			Fayette	30	2,340,513	76	69	7	81,681	83,591		
Washington	41	1,933,130	54	53	1	56,060	103,543			Ford	46	4,504,883	62	57	5	90,423	118,500		
Wayne	5	1,841,854	18	18		23,428	30,249			Franklin	44	3,187,456	110	104	12	212,051	351,852		
Webster	5	87,733	2	2		400	19,350			Fulton	50	3,748,044	138	107	31	167,530	223,397		
Wheeler	1	(x)	(x)	(x)		(x)	(x)			Gallatin	10	767,101	28	28		30,687	39,708		
White	1	(x)	(x)	(x)		(x)	(x)			Greene	27	1,593,285	42	39	3	62,011	63,929		
Whitfield	19	1,208,004	33	31	2	72,709	93,935			Grundy	24	2,982,275	73	69	4	80,514	301,110		
Wilcox	8	412,080	3	3		5,897	11,859			Hamilton	13	685,983	24	24		27,160	16,181		
Wilkes	3	336,251	20	20		36,541	40,908			Hancock	72	4,782,368	157	139	18	134,074	168,649		
Wilkinson	3	32,014	3	3		10,101	10,101			Hardin	3	134,132	4	4		11,317	7,848		
Worth	9	900,335	11	11		24,309	18,722			Henderson	16	1,292,100	12	12		18,771	30,900		
IDAHO										INDIANA									
Total	681	121,193,295	3,386	2,964	422	4,523,524	10,917,602			Kane	60	6,625,436	198	179	10	261,633	384,048		
Wholesalers only	164	36,587,788	1,188	979	200	2,044,043	5,700,552			Kankakee	88	10,571,870	198	184	14	244,531	549,955		
Other wholesale establishments	517	84,605,507	2,198	1,985	213	2,479,481	5,167,050			Jackson	35	1,906,832	93	86	7	138,722	220,823		
Ada	60	15,507,766	412	349	63	825,404	2,100,739			Jasper	17	1,321,573	52	46	6	44,655	67,047		
Adams	4	91,190	5	5		4,903	3,207			Jefferson	30	4,336,309	194	142	52	256,734	325,973		
Bannock	42	8,492,006	326	279	47	519,505	1,444,840			Jersey	14	811,748	26	23	3	30,749	55,078		
Bear Lake	14	874,394	15	14	1	22,922	22,795			Jo Daviess	19	1,307,828	88	60	10	62,440	54,244		
Benewah	3	81,304	3	3		9,632	11,679			Johnson	11	150,992	14	7	7	10,635	22,176		
Bingham	28	2,156,213	79	75	4	94,321	352,245			Kane	105	19,680,311	703	638	65	1,317,992	1,770,759		
Blaine	1	(x)	(x)	(x)		(x)	(x)			Kankakee	50	7,872,419	233	221	12	415,449	604,536		
Boise	1	(x)	(x)	(x)		(x)	(x)			Kendall	20	2,600,100	74	61	13	89,848	140,874		
Bonner	10	639,778	37	35	2	60,370	78,115			Knox	75	11,477,009	297	256	41	467,707	784,389		
Bonnaville	48	8,659,146	203	188	15	257,725	432,065			Lake	47	6,125,976	212	198	14	467,500	379,210		
Boundary	3	115,873	4	4		12,463	13,893			La Salle	117	19,038,025	508	438	70	798,740	1,405,840		
Butte	3	82,550	3	3		6,202	6,044			Lawrence	32	2,412,336	106	96	10	170,175	236,850		
Camas	3	463,789	10	10		8,811	10,383			Lee	41	5,326,782	117	109	8	195,511	314,264		
Carson	4	8,161,930	249	198	51	311,814	490,286			Livingston	91	12,170,389	169	159	10	221,048	465,020		
Caribou	2	(x)	(x)	(x)		(x)	(x)			Logan	58	7,995,782	275	241	34	360,452	376,709		
Cassia	19	1,207,891	35	34	1	53,102	115,230			Madison	42	8,809,908	194	141	53	239,568	359,319		
Clark	2	(x)	(x)	(x)		(x)	(x)			McHenry	30	2,356,418	125	102	23	208,087	102,230		
Clearwater	4	120,376	6	6		10,115	17,520			McLean	120	26,467,225	696	608	88	1,118,540	2,588,135		
Custer	1	(x)	(x)	(x)		(x)	(x)			Macon	125	30,831,941	762	647	115	1,182,288	1,863,798		
Elmore	7	207,309	0	0		17,588	15,641			Macoupin	68	3,185,040	101	98	3	133,612	245,322		
Franklin	8	715,537	8	8	2	41,476	47,064			Madison	70	9,164,518	333	301	27	528,570	612,179		
Fronton	27	4,000,077	104	103	1	150,795	422,407			Marion	29	3,373,888	128	112	10	188,532	363,063		
Gem	9	669,305	71	69	2	47,747	15,436			Marshall	35	2,874,576	60	54	6	71,588	283,802		
Gooding	11	802,345	15	15		28,298	33,890			Mason	53	3,477,438	87	84	3	102,628	221,072		
Idaho	16	1,084,912	44	44		51,820	87,608			Massac	9	701,878	31	25	6	40,003	80,326		
Jefferson	18	1,368,210	126	85	40	89,425	110,922			Merced	27	2,168,780	85	68	17	86,018	143,828		
Jerome	10	1,738,379	37	36	1	42,541	69,314			Monroe	15	783,075	35	10	10	36,725	64,852		
Kootenai	19	1,005,124	48	38	10	60,581	114,023			Montgomery	12	687,414	23	23		34,637	15,227		
Latah	28	24,879,617	120	83	37	122,683	272,871			Morgan	38	1,915,636	74	69	5	103,337	150,020		
Lemhi	6	205,981	5	5		15,000	25,171			Moultrie	55	8,335,021	200	215	45	259,720	436,905		
Lewis	15	1,463,366	44	43	1	63,465	82,541			Moultrie	35	3,673,030	68	64	4	76,475	140,043		
Lincoln	8	492,150	11	11		19,257	25,171			Ogle	47	3,087,952	112	107	5	127,276	264,980		
Madison	15	1,193,471	37	37		33,705	37,178			Peoria	247	101,453,800	2,308	2,305	503	4,755,021	7,620,701		
Minidoka	10	706,245	40	38	2	37,480	58,271			Perry	19	892,538	38	36	2	63,783	87,264		
Nez Perce	38	9,007,701	325	270	46	520,380	1,283,874			Platt	61	6,081,110	102	95	7	124,092	340,793		
Owyhee	9	1,237,980	20	19	1	29,006	33,805			Pike	47	2,168,063	74	72	2	96,588	103,026		
Payette	2	691,254	288	272	16	130,314	36,970			Pope	4	408,835	4	3	1	9,053	7,152		
Power	14	1,599,083	35	35		61,392	317,074			Pulaski	6	158,804	5	5		19,070	10,390		
Shoshone	14	3,179,167	104	76	28	182,306	679,047			Putnam	11	1,206,172	20	20		20,698	75,551		
Teton	10	605,027	15	15		25,378	58,271			Randolph	30	1,292,856	49	47	2	76,800	100,830		
Twin Falls	57	13,442,743	425	379	46	460,294	1,549,659			Richland	24	1,791,239	76	75	1	64,278	148,000		
Valley	4	138,118	6	6		14,485	20,162			Rock Island	74	21,236,734	815	684	131	1,456,185	2,550,015		
Washington	18	2,392,349	32	28	4	72,310	237,796			St. Clair	189	260,792,459	3,776	3,296	480	6,037,116	5,628,908		
ILLINOIS										INDIANA									
Total	11,587	6,361,067,302	164,531	132,438	32,093	341,523,391	418,757,130			Saline	29	2,405,955	164	138	26	195,295	320,290		
Wholesalers only	5,132	2,300,326,343	80,856	63,590	17,290	167,547,154	240,039,307			Sangamon	175	43,554,681	1,120	992	137	1,916,203	2,300,288		
Other wholesale establishments	6,455	4,560,740,459	83,675	68,848	14,803	173,976,237	172,717,823			Schuyler	7	528,873	20	19	1	31,285</			

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		
INDIANA—Con.														
		Dollars				Dollars		Dollars				Dollars		Dollars
Blackford	9	425,055	10	10		21,356	30,327	Adams	20	1,168,329	21	21	24,032	39,064
Boone	27	1,254,827	57	54	(x)	78,297	62,610	Allamakee	20	870,143	30	29	46,012	81,634
Brown	1	(x)	(x)	(x)	(x)	(x)	(x)	Appanoose	32	3,933,115	169	115	54	159,834
Carroll	22	3,295,440	88	86	2	66,818	92,718	Audubon	24	1,925,801	28	28	36,888	65,975
Cass	43	5,421,347	227	181	46	301,198	485,571	Benton	52	4,970,867	177	124	63	141,681
Clark	14	1,161,771	43	39	4	71,089	202,580	Black Hawk	93	26,510,690	1,166	1,002	164	1,617,968
Clay	28	1,283,737	40	44	4	92,165	92,165	Boone	52	5,089,543	150	119	31	179,703
Clinton	39	3,481,989	108	97	11	138,513	352,571	Bremer	28	2,348,061	55	51	4	68,344
Crawford	4	320,432	8	8		14,140	7,982	Buchanan	58	3,809,226	186	148	38	199,838
Davies	21	2,561,944	85	80	5	108,616	196,917	Buena Vista	58	8,100,038	122	105	17	147,020
Dearborn	15	644,523	32	32		43,696	30,996	Butler	40	3,049,206	64	64		68,076
Decatur	33	3,178,301	140	127	18	128,881	196,794	Calhoun	48	5,219,928	88	77	11	110,103
De Kalb	21	1,210,894	48	45	3	67,444	158,575	Carroll	51	6,739,729	145	119	26	178,161
Delaware	57	12,990,459	347	297	50	608,100	630,650	Cass	38	4,147,952	130	94	36	135,698
Dubois	11	981,921	28	20	8	26,928	26,928	Cedar	36	3,181,292	55	54	1	60,468
Elkhart	53	5,895,992	161	120	22	271,184	316,454	Cerro Gordo	76	14,184,411	460	404	65	690,846
Fayette	15	1,051,682	40	35	5	95,981	232,639	Cherokee	26	2,076,632	51	49	2	84,912
Floyd	30	5,819,277	217	183	29	317,777	634,323	Chickasaw	34	2,722,139	70	29	3	75,200
Fountain	28	2,881,863	80	82	4	90,376	98,385	Clarke	24	2,289,040	30	29	1	28,925
Franklin	12	631,405	20	20		33,516	31,618	Clay	40	5,132,536	95	88	7	125,828
Fulton	32	1,925,327	153	115	38	183,482	184,081	Clayton	57	8,418,708	150	134	16	194,991
Gibson	35	1,483,207	76	70	5	134,624	129,295	Clinton	63	9,156,340	348	288	60	500,586
Grant	48	7,234,100	275	233	42	359,761	477,714	Crawford	33	3,050,208	42	38	4	57,328
Greene	29	1,633,210	71	60	11	101,382	82,770	Dallas	40	3,222,009	54	53	1	90,889
Hamilton	28	1,897,231	50	49	1	69,454	79,923	Davis	13	512,691	8	8		11,008
Hancock	16	693,112	23	23		36,555	51,687	Decatur	41	2,179,476	42	39	3	47,950
Harrison	19	408,228	50	48	2	28,484	14,962	Delaware	37	3,712,443	99	93	6	81,306
Hendricks	10	954,510	54	52	2	81,081	60,618	Des Moines	58	22,963,912	984	826	159	1,621,292
Henry	33	2,417,712	116	106	10	187,701	188,654	Dickinson	31	3,634,151	60	48	12	74,679
Howard	26	3,680,661	189	142	44	244,992	358,576	Dubuque	80	19,857,285	883	704	179	1,322,730
Huntington	30	3,442,364	118	88	28	149,975	240,766	Emmet	33	2,998,661	101	82	19	127,913
Jackson	58	2,155,669	65	69	6	124,572	188,178	Fayette	34	1,629,268	56	55	1	82,425
Jasper	47	2,807,516	111	91	20	136,419	187,819	Floyd	42	3,234,309	56	54	2	94,226
Jay	34	3,354,044	50	48	2	79,213	229,810	Franklin	23	2,514,157	79	73	6	99,411
Jefferson	20	1,747,046	14	14		14,923	4,491	Franklin	36	3,048,796	49	48	1	47,182
Jennings	3	178,037	105	98	7	147,048	364,173	Greene	32	3,683,197	48	46	2	71,375
Johnson	31	2,547,133	278	250	28	347,768	552,134	Grundy	42	5,164,174	91	73	18	94,808
Knox	50	5,640,514	84	75	9	114,263	141,063	Guthrie	33	4,089,434	61	48	13	71,616
Kosciusko	34	2,010,292	21	20	1	44,548	51,602	Hamilton	62	9,774,109	87	83	4	117,180
Lagrange	11	681,272	20	20		44,548	51,602	Hancock	39	5,206,231	143	98	45	193,582
Lake	111	38,987,262	811	135	1	1,848,637	2,480,572	Hardin	65	8,623,309	198	162	46	242,326
La Porte	56	6,189,366	235	213	22	452,242	577,460	Harrison	33	1,893,761	68	50	8	82,105
Lawrence	18	1,138,988	65	63	2	95,344	87,068	Henry	40	4,122,873	68	62	6	87,418
Madison	59	6,471,796	288	267	21	482,804	528,329	Howard	40	4,524,185	93	85	8	107,544
Marion	749	461,081,825	9,866	8,127	1,739	18,597,116	23,444,569	Humboldt	39	3,765,231	74	61	13	90,753
Marshall	12	526,150	27	26	1	69,724	33,706	Ida	20	1,881,134	46	41	5	60,237
Martin	11	427,191	11	10		13,103	8,720	Iowa	41	5,485,722	130	106	24	73,741
Miami	22	2,169,277	40	42	7	78,808	156,712	Jackson	28	1,227,597	20	20		73,741
Monroe	23	2,600,504	96	88	8	151,842	404,846	Jasper	48	6,891,592	107	93	14	132,564
Montgomery	40	3,816,323	159	138	21	250,975	437,406	Jefferson	39	2,645,812	77	67	10	69,232
Morgan	11	368,850	19	19		29,824	21,380	Johnson	43	4,423,357	256	203	53	277,133
Newton	23	1,033,635	38	37	1	54,107	44,444	Jones	33	3,892,498	85	82	3	97,656
Noble	25	2,374,206	70	60	10	111,849	377,046	Keokuk	49	2,897,535	68	55	3	54,713
Ohio	12	1,696,741	30	30	0	61,200	118,621	Kossuth	63	8,262,889	192	154	38	190,338
Orange	13	680,568	67	29	38	78,968	36,406	Lee	59	10,714,220	661	477	184	889,863
Owen	24	948,555	48	45	3	68,511	538,596	Linn	149	56,778,473	1,716	1,357	359	2,007,871
Parke	5	210,279	9	9		19,420	48,877	Louisia	16	1,287,046	34	33	1	46,785
Perry	17	1,085,730	32	27	5	35,167	132,477	Lucas	29	3,195,773	87	72	15	91,511
Pike	15	1,676,189	41	37	4	78,064	81,328	Lyon	29	2,363,791	41	40	1	69,049
Porter	26	691,516	28	27	1	36,725	102,389	Madison	23	776,508	30	26	36	32,321
Posey	18	1,850,888	33	30	3	41,639	102,389	Mahaska	38	6,240,197	188	152	36	212,840
Pulaski	24	1,243,268	46	39	7	69,383	93,281	Marion	48	6,530,253	168	106	67	143,629
Putnam	44	6,083,600	148	128	20	196,879	236,260	Marshall	96	14,094,225	308	256	47	440,107
Randolph	31	1,872,475	47	45	2	53,293	23,046	Mills	21	2,182,776	42	41	1	45,435
Ripley	44	2,501,137	74	71	3	85,779	83,720	Mitchell	38	4,098,501	123	98	30	137,180
Rush	35	2,501,137	74	71	3	85,779	83,720	Monona	37	3,597,810	79	64	15	106,661
St. Joseph	145	42,741,005	1,461	1,208	253	2,025,931	3,922,030	Monroe	9	437,025	13	13		22,942
Scott	5	150,999	5	5		13,646	8,402	Montgomery	26	3,674,382	41	41		58,554
Shelby	30	2,145,720	73	60	4	92,260	222,504	Muscataine	69	7,342,110	329	249	43	569,270
Spencer	11	1,228,624	29	24	5	36,490	18,258	O'Brien	43	3,432,774	59	56	3	78,809
Starka	19	1,779,594	29	26	3	43,364	85,167	Osceola	34	4,061,789	50	45	5	65,730
Steuben	23	1,600,715	42	42		62,877	74,983	Page	37	4,419,315	139	105	34	158,322
Sullivan	21	948,548	41	39	2	68,958	67,310	Palo Alto	55	6,495,627	76	73	3	89,831
Switzerland	1	(x)	(x)	(x)	(x)	(x)	(x)	Plymouth	38	3,561,835	76	63	12	107,583
Switzerland	1	(x)	(x)	(x)	(x)	(x)	(x)	Pocahontas	39	3,727,418	48	48		81,304
Tippecanoe	59	0,758,094	219	194	25	319,102	457,205	Polk	369	158,473,922	5,504	4,598	908	9,331,598
Tipton	21	1,258,731	62	47	5	55,465	76,386	Pottawattamie	65	20,184,443	609	544	65	1,006,901
Union	19	678,068	34	29	5	32,456</								

GENERAL ANALYSIS

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		
KANSAS							KANSAS—Con.								
Total	4,323	Dollars 1,020,676,866	22,975	20,104	2,871	Dollars 35,177,481	Dollars 153,514,735								
Wholesalers only	836	397,002,906	11,980	10,615	1,365	10,171,434	125,517,326								
Other wholesale establishments	3,487	623,673,950	10,995	9,489	1,506	16,006,047	27,997,309								
Allen	39	2,670,204	90	78	12	135,729	165,445	Sherman	17	2,044,794	48	43	5	81,003	220,676
Anderson	26	1,730,582	134	77	57	103,271	60,219	Smith	38	3,192,403	64	49	15	61,159	122,150
Atchison	41	20,264,714	546	444	102	734,335	2,486,101	Stafford	40	3,847,747	63	59	4	93,115	120,038
Barber	35	2,228,722	53	50	3	58,286	156,353	Stanton	14	2,125,280	17	17		35,860	108,790
Barton	58	15,592,673	184	146	38	236,206	330,806	Stevens	19	2,573,052	28	26	2	42,701	83,505
Bourbon	31	4,643,113	109	86	23	157,522	195,092	Sumner	79	3,130,303	97	96	1	146,803	219,102
Brown	57	2,630,633	92	63	29	90,430	150,100	Thomas	44	7,081,602	109	102	7	187,994	396,070
Butler	42	4,130,928	165	159	6	295,701	624,069	Trago	29	2,028,150	30	33	1	70,850	130,642
Chase	12	406,548	13	13		24,376	80,542	Wabunsee	32	1,574,900	25	25		35,333	60,506
Chautauqua	11	719,100	26	22	4	37,669	47,323	Wallace	9	(x)	(x)	(x)	(x)	(x)	(x)
Cherokee	47	4,000,532	141	130	11	220,389	464,098	Washington	45	2,820,736	61	61		61,304	120,660
Cheyenne	22	2,341,022	36	36		51,784	103,777	Wichita	11	847,991	22	21	1	29,153	33,573
Clark	17	2,450,324	31	30	1	44,970	139,827	Wilson	20	1,069,838	53	46	7	62,106	63,073
Clay	49	4,755,123	154	112	42	125,507	200,408	Woodson	31	2,397,185	66	35	31	76,369	87,347
Cloud	56	10,327,902	236	167	69	247,372	537,464	Wyandotte	105	93,352,514	2,676	2,498	178	4,376,792	10,737,052
Coffey	33	1,958,875	101	66	35	105,963	112,254	KENTUCKY							
Comanche	14	2,159,007	26	24	2	46,132	58,792	Total	2,027	522,495,236	21,539	18,348	3,190	26,088,298	99,958,953
Cowley	51	6,657,695	204	250	44	493,299	1,092,223	Wholesalers only	867	251,472,142	13,180	10,883	2,297	18,199,800	35,620,261
Crawford	92	13,747,257	368	329	39	608,905	859,426	Other wholesale establishments	1,100	271,023,094	8,358	7,465	893	7,888,498	64,332,692
Decatur	22	2,322,178	32	30	2	50,066	147,996	Adair	7	276,150	4	4		15,178	40,742
Dickinson	73	11,031,598	305	231	74	335,206	1,720,345	Allen	8	1,275,065	73	70	3	47,469	57,555
Doniphan	28	1,551,136	30	37	2	51,658	60,710	Anderson	8	520,076	17	16	1	17,006	61,787
Douglas	42	4,445,816	264	205	59	255,823	603,907	Ballard	28	558,864	91	81	10	38,508	26,182
Edwards	44	5,763,849	94	83	11	134,172	250,323	Barren	13	2,431,023	111	101	10	95,004	103,415
Elk	31	536,468	19	17	2	26,088	38,526	Bath	2	(x)	(x)	(x)	(x)	(x)	(x)
Ellis	23	6,967,327	72	68	4	124,082	228,080	Bell	23	3,381,618	123	109	14	186,120	405,196
Ellsworth	42	3,238,466	56	55	1	89,962	284,587	Boone	2	(x)	(x)	(x)	(x)	(x)	(x)
Finney	19	11,138,804	52	51	1	72,220	147,788	Bourbon	14	5,697,966	107	101	6	108,982	557,758
Ford	71	34,961,781	314	269	45	490,147	1,230,894	Boyd	35	15,561,548	542	484	58	891,930	1,430,153
Franklin	44	6,562,540	151	108	43	180,434	281,422	Boyle	18	19,156,689	367	240	127	150,020	334,068
Geary	15	1,058,447	53	46	7	74,614	108,016	Bracken	6	83,900	2	2		2,870	6,920
Gove	21	2,493,476	34	34		67,722	104,961	Breathitt	2	(x)	(x)	(x)	(x)	(x)	(x)
Graham	22	1,749,271	23	23		34,136	103,935	Breckinridge	19	439,078	53	52	1	17,625	37,429
Grant	18	3,864,104	35	34	1	49,040	109,633	Bullitt	1	(x)	(x)	(x)	(x)	(x)	(x)
Gray	37	7,333,040	73	69	4	128,997	211,314	Butler	4	59,143	3	3		3,093	1,769
Greene	2	(x)	(x)	(x)	(x)	(x)	(x)	Caldwell	6	178,861	12	12		6,321	4,826
Greenwood	43	1,712,444	85	80	5	131,614	338,645	Callaway	9	1,123,007	78	60	18	47,858	92,183
Hamilton	11	877,701	16	14	2	23,392	30,317	Campbell	17	2,077,472	81	72	9	149,155	111,163
Harper	42	4,929,318	100	88	12	148,238	453,557	Carlisle	18	1,061,015	37	37		30,903	24,982
Harvey	50	5,338,168	191	144	47	251,100	639,235	Carroll	8	1,948,329	84	84		41,921	31,666
Haskell	16	2,906,905	21	23	1	61,355	100,120	Carter	7	270,626	8	8		41,228	41,228
Hodgeman	14	2,008,361	31	23	8	41,150	22,384	Casey	3	14,520				900	900
Jackson	34	1,978,184	42	41	1	48,274	70,214	Christian	58	11,528,162	854	756	98	467,517	2,706,390
Jefferson	42	1,146,206	40	40		48,806	54,339	Clark	15	2,114,319	57	53	4	78,676	124,293
Jewell	37	4,740,215	82	65	17	105,260	122,830	Clay	4	548,844	16	16		22,241	111,061
Johnson	81	1,962,494	59	53	6	82,955	116,471	Clinton	12	126,800	2	2		1,700	2,600
Kearny	11	773,414	10	10		15,771	74,933	Crittendon	9	467,036	14	9	5	17,271	39,788
Kingman	47	3,310,736	59	59		73,506	157,707	Cumberland	5	248,377	6	6		9,625	17,396
Kiowa	26	2,843,684	39	34	5	56,899	144,060	Davies	61	12,741,182	907	773	134	518,588	5,341,815
Laiette	69	6,220,265	389	314	75	302,570	518,583	Edmonson	7	109,645	1	1		900	2,200
Lane	14	2,818,588	30	27	3	45,764	98,787	Elliot	3	120,000				600	600
Leavenworth	41	2,537,389	111	96	15	163,379	277,028	Estill	10	339,516	19	18	1	28,388	99,030
Lincoln	34	2,103,252	45	43	2	61,891	174,764	Fayette	106	43,534,300	1,737	1,577	160	2,109,402	9,832,026
Linn	30	1,586,801	73	48	25	87,447	104,644	Fleming	15	854,085	19	19		17,680	9,105
Logan	21	2,084,779	35	32	3	60,581	91,327	Floyd	4	261,617	12	12		8,973	45,533
Lyon	41	4,253,477	155	136	19	221,790	461,312	Franklin	9	722,426	27	25	2	41,583	69,990
McPherson	55	3,243,818	97	84	13	114,431	230,435	Fulton	20	1,731,020	59	51	8	61,645	117,420
Marion	50	4,011,959	143	112	31	168,639	229,988	Gallatin	8	797,674	14	14		10,180	10,214
Marshall	79	5,228,411	165	151	14	163,306	224,351	Garrard	8	360,244	8	7	1	15,503	19,147
Meade	21	4,197,579	40	38	2	65,366	173,618	Grant	8	338,863	18	18		6,286	5,747
Miami	32	1,626,533	68	65	3	76,575	102,761	Graves	27	5,646,489	167	160	7	98,138	289,181
Mitchell	14	5,487,621	91	84	7	113,171	348,473	Grayson	11	461,079	8	7	1	10,437	19,311
Montgomery	75	146,059,890	4,118	4,055	63	7,014,136	96,568,512	Green	15	629,138	29	27	2	19,842	2,834
Morris	25	2,105,128	44	36	8	46,411	113,873	Greenup	10	524,175	9	9		14,924	92,258
Morton	23	3,360,188	45	40	5	112,870	108,303	Hancock	6	106,506	6	6		6,413	9,314
Nemaha	59	3,672,672	211	143	68	176,789	120,247	Hardin	7	896,868	26	23	3	34,299	80,778
Neosho	40	3,525,661	215	181	34	265,404	308,293	Harlan	11	2,963,184	68	64	4	125,748	316,070
Ness	46	5,502,476	70	67	3	123,577	134,176	Harrison	16	3,321,180	67	55	2	61,948	55,644
Norton	27	4,085,436	96	87	29	99,441	168,486	Hart	7	3,009,668	33	33		39,621	34,071
Osage	28	1,283,043	77	38	39	65,440	60,996	Henderson	31	7,148,033	996	745	251	411,014	1,070,772
Osborne	48	3,590,292	72	69	3	105,270	129,148	Henry	8	695,784	20	20		10,327	9,486
Ottawa	39														

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		
KENTUCKY—Continued							LOUISIANA—Continued								
		Dollars				Dollars	Dollars		Dollars				Dollars	Dollars	
McCracken	68	18,788,623	1,024	860	164	1,000,032	3,075,742	Rapides	45	14,711,878	465	431	34	689,990	1,269,603
McCreary	3	990,862	(x)	17	16	25,147	178,976	Red River	2	(x)	(x)	(x)	(x)	(x)	(x)
McLean	2	(x)	(x)	(x)	(x)	(x)	(x)	Richland	11	1,959,908	53	53	8	78,748	111,568
Madison	20	6,158,990	229	224	5	98,655	140,388	Sabine	8	913,184	27	25	2	39,630	70,503
Magoffin	22	814,274	2	2	—	1,607	12,867	St. Bernard	9	4,958,017	86	85	1	117,263	128,934
Marion	9	1,468,894	29	28	1	34,984	59,006	St. Charles	7	1,134,613	128	120	2	161,414	11,833
Marshall	4	169,755	6	6	—	10,145	5,365	St. Helena	3	8,000	1	1	—	1,000	—
Martin	13	9,635	—	—	—	—	4,146	St. James	4	765,653	18	17	1	21,372	50,539
Mason	9	4,373,791	63	62	1	85,371	7,252,135	St. John the Baptist	3	108,775	5	4	1	17,066	4,936
Meade	3	121,664	3	3	—	13,170	6,595	St. Landry	53	10,983,086	301	294	7	810,870	487,235
Menifee	1	(x)	(x)	(x)	(x)	(x)	(x)	St. Martin	5	302,939	8	8	—	10,849	19,198
Mercer	30	3,401,298	103	91	12	55,505	87,838	St. Mary	14	2,080,362	192	187	5	283,089	507,611
Metcalf	3	37,304	1	1	—	1,400	1,100	St. Tammany	13	657,604	31	29	2	49,650	72,943
Monroe	6	139,631	3	3	—	6,059	1,481	Tangipahoa	55	11,978,860	206	192	14	291,018	108,736
Montgomery	10	2,702,441	144	142	2	38,323	49,809	Tensas	8	636,027	24	23	1	27,113	42,048
Morgan	18	358,207	5	5	—	11,674	11,791	Terrebonne	24	3,549,279	249	244	5	214,407	210,470
Muhlenberg	13	1,718,830	76	50	26	69,215	206,170	Union	5	664,073	10	10	—	16,390	13,938
Nelson	8	359,539	25	25	—	17,533	12,820	Vermilion	14	1,213,379	48	47	1	67,553	105,455
Nicholas	10	632,261	13	12	1	16,550	16,700	Vernon	9	1,197,157	45	42	3	76,127	96,523
Ohio	3	95,238	3	3	—	10,305	10,282	Washington	19	1,665,694	54	50	4	88,443	226,109
Oldham	12	75,636	6	6	—	5,403	5,730	Webster	12	1,509,851	34	33	1	99,291	81,078
Owen	5	84,994	2	2	—	777	—	West Baton Rouge	1	(x)	(x)	(x)	(x)	(x)	(x)
Owsley	6	803,617	10	10	—	27,812	13,966	West Carroll	4	632,774	2	2	—	7,590	2,618
Pandleton	13	2,630,249	397	387	10	390,525	377,214	West Feliciana	6	307,215	16	15	1	21,891	31,586
Perry	28	3,430,190	68	65	3	119,593	367,248	Winn	4	345,110	9	9	—	30,191	31,128
Pike	1	(x)	(x)	(x)	(x)	(x)	(x)	MAINE							
Powell	1	(x)	(x)	(x)	(x)	(x)	(x)	Total	987	189,975,451	7,545	6,508	1,037	11,310,689	22,973,279
Pulaski	19	1,742,049	109	93	16	139,260	204,212	Wholesalers only	521	104,893,919	4,834	3,981	853	7,845,012	14,733,714
Robertson	6	254,624	10	10	—	2,834	5,832	Other wholesale establishments	466	85,111,532	2,711	2,527	184	3,465,677	8,239,565
Rockcastle	2	(x)	(x)	(x)	(x)	(x)	(x)	Androscoggin	70	14,186,826	602	493	109	951,400	1,216,620
Rowan	3	490,123	13	11	2	23,300	55,599	Aroostook	237	23,042,699	1,236	1,184	52	1,088,304	3,536,341
Russell	8	43,000	4	3	1	1,405	1,559	Cumberland	236	86,719,432	3,200	2,711	570	5,508,267	9,074,108
Scott	13	646,429	49	37	12	27,045	23,976	Franklin	10	518,771	20	18	2	30,507	37,142
Shelby	3	3,751,135	121	121	—	61,072	60,419	Hancock	11	1,788,934	109	98	8	128,234	275,729
Simpsen	16	1,451,748	356	333	23	43,870	70,628	Kennebec	46	7,911,133	245	210	29	359,773	741,600
Spencer	2	(x)	(x)	(x)	(x)	(x)	(x)	Knox	29	5,277,934	105	160	29	321,369	603,378
Taylor	24	1,658,685	62	54	8	47,146	180,721	Lincoln	9	629,801	50	58	1	57,134	57,004
Todd	3	278,352	6	6	—	6,409	5,277	Oxford	26	1,931,120	55	40	6	58,126	67,531
Trigg	2	92,546	6	5	1	8,303	6,332	Penobscot	186	30,440,719	1,266	1,001	165	2,191,422	4,284,278
Trimble	2	(x)	(x)	(x)	(x)	(x)	(x)	Piscataquis	7	1,064,220	23	20	3	34,639	179,358
Union	13	440,188	24	24	—	35,474	26,401	Sagadahoc	10	829,502	20	19	1	34,732	36,450
Warren	57	6,449,007	410	384	35	255,585	304,320	Somerset	44	1,955,567	82	76	6	86,508	1,360,958
Washington	9	785,216	42	42	—	17,170	25,004	Waldo	17	1,819,847	108	102	6	118,714	377,073
Wayne	9	487,689	42	41	1	21,491	37,528	Washington	16	2,144,336	105	78	27	112,046	637,240
Webster	5	416,562	12	11	1	21,285	52,318	York	34	4,144,608	143	129	14	229,344	407,903
Whitley	14	1,020,299	55	52	3	74,379	194,871	MARYLAND							
Wolfe	1	(x)	(x)	(x)	(x)	(x)	(x)	Total	2,205	741,367,043	22,468	17,960	4,478	33,065,486	49,522,486
Woodford	1	(x)	(x)	(x)	(x)	(x)	(x)	Wholesalers only	1,229	348,387,631	15,790	12,432	3,368	21,350,468	30,312,389
LOUISIANA							Other wholesale establishments								
Total	1,729	836,197,033	17,493	15,226	2,267	29,336,618	58,965,589	976	392,979,412	6,678	5,668	1,120	11,715,028	13,210,097	
Wholesalers only	882	395,736,904	11,036	9,538	1,497	17,688,188	36,437,476	Allegany	81	14,143,491	516	461	56	781,666	1,100,848
Other wholesale establishments	847	440,460,099	6,458	5,688	770	11,648,430	22,528,113	Anne Arundel	1	963,234	37	34	3	36,310	94,224
Acadia	24	6,466,717	172	165	7	104,894	263,221	Baltimore	13	819,777	52	51	1	67,168	26,020
Allen	16	1,340,746	50	54	5	74,304	111,015	Baltimore city	1,539	651,095,982	18,465	15,042	3,423	29,350,997	45,118,911
Ascension	12	1,819,552	78	72	6	105,704	80,604	Calvert	10	469,045	63	61	7	27,104	20,977
Assumption	2	(x)	(x)	(x)	(x)	(x)	(x)	Caroline	23	8,382,804	71	65	6	98,875	141,146
Ayoelles	11	1,336,835	50	49	1	90,902	154,463	Carroll	10	2,231,095	57	54	3	64,595	68,551
Beauregard	14	1,013,800	42	40	2	53,844	66,360	Cecil	9	809,404	23	22	1	39,096	46,026
Bienville	8	501,429	16	16	—	34,730	34,463	Charles	9	776,087	24	24	—	28,134	20,962
Bossier	2	(x)	(x)	(x)	(x)	(x)	(x)	Dorchester	52	2,098,243	780	325	455	201,116	223,946
Caddo	146	74,646,157	1,800	1,716	174	3,293,838	6,351,783	Frederick	53	5,088,103	239	224	15	330,000	423,192
Calcasieu	50	9,531,350	256	234	25	440,400	764,073	Garrett	8	709,423	19	18	1	26,926	52,927
Caldwell	6	349,899	7	7	—	11,261	7,639	Harford	23	6,060,195	52	44	8	86,289	123,819
Cameron	3	100,534	4	4	—	4,851	23,039	Howard	6	251,359	7	7	—	4,670	10,085
Catahoula	9	593,023	19	19	—	31,335	62,442	Kent	12	963,734	50	50	—	35,142	35,945
Clalborna	9	759,815	19	19	—	63,674	73,107	Montgomery	33	1,404,908	51	44	7	67,989	73,760
Concordia	6	843,441	25	23	2	27,673	43,745	Prince Georges	11	837,808	28	28	—	42,408	55,805
De Soto	10	1,047,831	20	28	1	50,793	80,884	Queen Annes	14	809,756	20	17	3	17,928	19,358
East Baton Rouge	37	10,017,067	388	343	45	598,750	1,031,187	St. Marys	7	380,806	25	25	—	18,359	23,095
East Carroll	10	1,133,284	22	21	1	18,703	212,045	Somerset	70	4,400,222	746	480	266	392,005	127,814
East Feliciana	7	337,564	11	10	1	12,234	35,982	Talbot	96	2,324,898	371	221	150	261,559	244,376
Evangeline	12	1,537,661	28	28	—	40,601	100,090	Washington	76	26,889,982	623	474	49	803,374	1,177,205
Franklin	8	1,517,204	28	23	5	49,925	62,212	Wicomico	21	3,700,031	152	133	19	214,866	219,113
Grant	10	483,471	24	10	5	25,150	30,222	Worcester	29	5,407,607	92	80	6	130,950	67,891
Iberia															

GENERAL ANALYSIS

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		
MASSACHUSETTS—Contd.							MICHIGAN—Continued								
		Dollars				Dollars	Dollars		Dollars			Dollars	Dollars		
Bristol	352	95,981,659	2,378	2,073	305	3,801,479	4,831,755	Schoolcraft	11	908,122	24	23	1	48,565	82,812
Dukes	3	237,889	11	9	2	12,168	10,328	Shiawassee	62	8,044,780	220	145	84	248,394	385,413
Essex	424	92,943,067	3,269	2,780	489	5,635,315	8,611,662	Tuscola	45	5,028,520	204	153	51	178,926	310,711
Franklin	28	3,901,074	129	120	9	238,677	330,280	Van Buren	30	2,699,642	139	126	13	159,353	170,422
Hampden	364	140,371,978	4,491	3,665	826	8,046,642	9,818,785	Washtenaw	32	5,352,408	190	171	19	383,822	494,145
Hampshire	20	3,456,132	103	90	4	282,521	223,273	Wayne	2,205	1,576,261,471	27,213	21,709	5,504	63,151,151	69,511,692
Middlesex	405	163,403,890	6,505	5,398	1,107	11,992,123	16,638,575	Wexford	26	3,526,599	132	102	30	195,730	217,412
Nantucket								MINNESOTA							
Norfolk	53	10,399,781	642	549	93	1,511,604	3,080,095	Total							
Norfolk	118	40,287,560	943	777	166	1,421,925	3,804,189	5,521	1,718,943,724	97,708	31,560	6,148	62,656,233	152,375,623	
Plymouth	3,738	2,387,219,241	49,864	38,595	11,269	105,485,831	163,873,380	Wholesalers only	1,683	681,384,272	22,209	18,220	3,989	30,323,407	95,507,902
Suffolk								Other wholesale establishments	3,838	1,035,559,452	15,499	13,340	2,159	26,332,826	56,868,021
Worcester	387	97,692,659	3,824	3,214	610	6,302,234	8,007,279								
MICHIGAN															
Total	5,272	2,172,408,545	47,408	38,426	8,981	97,087,110	118,537,006								
Wholesalers only	2,525	855,119,353	27,389	22,327	5,062	54,385,481	70,973,044								
Other wholesale establishments	2,747	1,317,289,192	20,017	16,098	3,919	42,701,629	41,563,962								
Alcona	6	400,769	12	11	1	16,801	37,349	Aitkin	11	268,402	17	16	1	26,432	44,197
Alcona	6	160,005	11	11		24,211	35,743	Anoka	31	1,454,020	35	35	2	50,377	119,152
Alcona	19	1,714,277	55	51	4	91,400	37,743	Becker	37	1,989,324	70	68	3	84,466	166,687
Alcona	19	1,617,674	85	79	6	122,491	91,928	Beltrami	36	3,710,076	120	113	10	180,466	221,716
Antrim	16	820,125	43	42	1	49,921	118,865	Benton	32	3,601,744	122	117	5	175,809	456,318
Arenac	8	351,554	13	11	2	15,770	120,455	Big Stone	43	2,900,872	71	56	15	80,013	138,060
Baraga	4	139,528	5	5		13,902	18,583	Blue Earth	90	12,421,514	483	400	77	782,044	1,387,689
Barry	30	1,321,338	54	52	2	70,510	122,092	Brown	69	6,378,136	170	149	21	167,997	228,549
Bay	71	10,640,251	695	514	181	1,070,850	2,005,900	Carlton	18	712,283	19	18	1	39,215	54,248
Benzle	4	200,201	13	13		17,899	10,860	Carver	23	1,400,840	46	46	1	72,222	80,583
Berrien	59	5,830,491	223	190	33	320,767	415,703	Cass	27	505,289	41	41		32,048	91,537
Branch	24	2,858,703	84	74	10	149,614	237,175	Chippewa	47	4,653,109	120	101	19	133,128	240,894
Calhoun	60	9,927,714	339	301	38	673,823	708,684	Chicago	40	832,281	40	40		51,741	322,549
Cass	20	1,750,885	55	50	5	95,925	97,705	Clay	89	6,168,139	251	242	9	294,374	812,705
Charlevoix	10	514,773	23	23		87,957	54,477	Clearwater	16	579,338	18	18		22,540	50,635
Cheboygan	9	698,068	17	16	1	85,613	72,090	Cook	2	(x)	(x)	(x)	(x)	(x)	(x)
Chippewa	27	5,479,298	203	183	20	255,911	520,310	Cottonwood	43	4,422,201	52	50	2	82,309	123,425
Clare	17	718,391	15	12	3	28,084	32,587	Crow Wing	28	2,006,810	72	63	9	135,106	177,069
Clinton	33	5,004,085	108	92	16	170,794	409,459	Dakota	78	194,345,448	1,020	974	40	2,036,185	6,568,073
Crawford	2	(x)	(x)	(x)		(x)	(x)	Dodge	35	3,361,575	38	37	1	51,888	69,297
Delta	21	6,711,797	224	204	20	418,800	659,311	Douglas	46	3,460,065	74	71	3	84,054	158,627
Dickinson	18	3,959,869	81	68	13	155,943	270,477	Duluth	64	6,584,829	115	66	19	160,920	171,004
Easton	48	5,023,156	211	183	28	218,519	247,187	Faribault	97	4,653,063	368	329	39	522,636	546,677
Emmet	18	3,894,104	67	63	4	139,163	602,108	Freeborn	54	6,139,987	208	162	46	422,756	445,671
Genesee	125	41,323,775	1,462	1,235	227	2,861,487	3,909,593	Grant	42	3,993,570	82	82		65,024	107,670
Gladwin	4	229,437	9	8	1	12,748	27,021	Hennepin	1,348	848,931,313	17,740	14,333	3,410	32,007,443	00,461,640
Gogebin	25	4,335,038	105	98	7	184,019	230,423	Houston	15	1,327,286	20	20		24,417	34,905
Grand Traverse	27	2,598,821	110	103	7	179,078	354,847	Hubbard	30	916,906	43	42	1	37,871	111,000
Grant	50	7,037,150	223	185	38	207,572	654,567	Isanti	39	616,906	53	51	2	55,689	275,600
Hillsdale	43	3,607,763	96	87	9	121,006	197,599	Itasca	28	1,422,504	80	77	3	117,698	159,205
Houghton	38	9,167,182	368	323	45	540,053	893,638	Jackson	35	4,066,568	47	47		64,725	87,284
Huron	52	6,057,550	348	178	170	313,835	484,903	Kanabec	14	258,967	10	19		18,651	37,929
Ingham	133	46,672,400	1,300	1,122	208	2,383,203	3,090,904	Kandiyohi	68	5,251,010	122	109	13	150,754	324,676
Ionia	55	4,215,449	102	83	19	130,486	197,087	Kittson	43	2,054,614	53	53		48,326	184,672
Iosco	18	568,482	35	37	1	60,587	30,889	Koochiching	15	684,036	18	10	2	28,896	66,782
Iron	8	479,098	24	22	2	45,502	40,014	Lac qui Parle	54	3,693,159	54	54		77,071	128,431
Isabella	20	3,938,447	155	78	77	125,840	302,700	Lake	2	(x)	(x)	(x)	(x)	(x)	(x)
Jackson	81	18,399,177	732	617	115	1,344,314	1,654,012	Lake of the Woods	9	574,407	25	25		39,521	128,583
Kalamazoo	101	42,229,635	1,905	1,680	228	3,344,910	4,001,227	Le Sueur	28	1,433,725	43	42	1	65,138	155,483
Kalkaska	4	74,987	4	3	1	5,654	40,014	Lincoln	32	3,400,832	70	57	13	72,751	185,167
Kent	468	157,092,637	4,112	3,372	740	7,877,890	12,242,163	Lyon	77	9,696,581	255	204	51	300,794	389,705
Keweenaw								McLeod	30	3,215,875	53	53		79,461	126,699
Lake	2	(x)	(x)	(x)		(x)	(x)	Mahnomen	13	441,265	12	12		14,035	46,858
Lapeer	26	1,756,888	72	55	17	88,211	134,489	Marshall	71	3,325,805	75	75		92,811	221,925
Leelanau	9	407,412	53	30	23	40,323	60,617	Martin	64	5,636,065	121	111	10	163,475	364,681
Lenawee	56	6,892,101	175	160	15	339,035	670,720	Meeker	42	3,958,330	102	89	13	120,015	198,230
Livingston	20	1,549,580	90	56	34	98,774	104,606	Millie Laas	31	970,070	43	43		68,380	241,142
Luce	3	190,734	7	7		15,184	11,267	Morrison	43	1,728,774	66	64	2	118,278	150,240
Mackinac	6	341,455	9	8	1	24,198	15,256	Mower	46	2,948,325	89	84	5	128,177	214,609
Macomb	40	3,735,349	111	90	21	224,024	209,369	Murray	27	2,701,432	40	46		57,211	117,624
Manistee	11	629,206	56	21	35	41,378	47,180	Nicollet	15	836,122	23	21	2	32,361	139,269
Marquette	49	7,192,876	234	211	23	341,360	644,932	Nobles	40	4,222,590	64	61	3	107,557	239,019
Mason	19	1,423,055	86	73	13	100,711	91,931	Norman	71	3,191,958	154	154		195,355	193,567
Mecosta	27	1,436,059	49	41	8	78,335	120,707	Olmsted	40	3,460,904	109	100	9	171,131	318,303
Menominee	17	5,071,318	180	154	26	349,333	793,376	Otter Tail	88	5,140,372	157	147	10	104,558	312,906
Midland	17	1,585,613	60	38	22	66,214	70,108	Pennington	20	3,451,456	78	68	10	124,078	211,531
Missaukee	14	954,321	39	38	1</										

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		
MINNESOTA—Continued														
Washington	22	10,101,146	131	128	3	112,843	180,050							
Watonwan	57	5,450,408	96	93	3	101,033	123,036							
Wilkin	42	2,655,691	66	64	2	75,983	152,915							
Winona	51	11,683,985	330	291	39	506,269	1,409,172							
Wright	66	3,301,100	98	82	16	148,549	204,334							
Yellow Medicine	37	4,471,768	66	66		117,016	266,655							
MISSISSIPPI														
Total	1,713	395,228,122	6,746	6,078	668	10,528,262	24,055,260							
Wholesalers only	512	128,208,087	3,708	3,384	384	5,390,924	13,962,063							
Other wholesale establishments	1,201	257,018,035	2,078	2,694	284	5,137,338	10,093,197							
MISSOURI														
Total	6,674	3,361,720,921	79,489	63,680	15,808	145,571,060	240,247,292							
Wholesalers only	2,501	1,209,660,028	45,219	35,200	10,019	81,975,628	159,614,639							
Other wholesale establishments	4,083	2,152,060,893	34,269	28,480	5,789	63,595,432	80,632,653							
Adair	28	2,527,871	81	75	6	100,025	241,160							
Andrew	15	365,175	14	13	1	24,618	21,092							
Atchison	20	1,471,250	31	31		37,600	47,070							
Audrain	47	1,488,293	47	45	2	67,877	104,328							
Barry	40	3,376,988	60	55	5	84,416	150,616							
Barton	41	2,257,657	117	95	22	97,006	128,000							
Bates	37	1,626,110	69	58	11	65,243	96,486							
Benton	16	1,098,534	30	29	1	38,891	51,682							
Bollinger	12	407,264	44	40	4	37,884	13,282							
Boone	22	2,532,867	147	133	14	203,082	208,567							
Buchanan	216	207,787,966	4,248	3,552	696	0,262,699	10,967,148							
Butler	36	4,470,626	185	172	13	185,695	182,668							
Caldwell	22	742,641	39	34	5	40,075	60,563							
Callaway	22	907,270	39	35	4	40,489	48,191							
Camden	5	81,681	7	7		4,887	1,078							
Cape Girardeau	31	6,040,610	145	133	12	193,336	284,241							
Carroll	37	2,795,528	82	70	12	188,663	188,663							
Carter	4	(x)	(x)	(x)	(x)	(x)	(x)							
Cass	33	1,312,810	36	35	1	70,093	74,673							
Cedar	11	1,074,484	18	18		20,045	40,819							
Chariton	27	1,274,200	50	45	5	56,217	82,910							
Christian	25	686,032	12	11	1	22,145	57,400							
Clark	18	2,050,073	72	51	21	58,696	76,874							
Clay	36	18,249,077	299	255	44	662,959	3,483,401							
Clinton	25	1,898,923	85	89	6	76,780	104,808							
Cole	18	1,888,958	85	81	4	121,333	181,082							
Cooper	30	3,424,430	98	87	11	130,456	182,820							
Crawford	11	315,568	28	18	13	13,908	15,540							
Dade	13	603,462	23	21	2	30,286	45,882							
Dallas	6	250,474	14	12	2	9,426	10,768							
Davies	13	408,163	10	18	1	27,199	24,500							
De Kalb	20	658,144	65	63	12	50,052	44,344							
Dont	12	742,085	18	17	1	28,270	43,062							
Douglas	5	324,173	8	6	2	17,349	43,062							
Dunklin	72	6,022,617	123	119	4	130,039	249,962							
Franklin	33	1,204,637	52	48	4	80,462	88,363							
Gasconade	15	634,402	22	21	1	32,147	50,568							
Genesee	32	3,051,492	91	77	14	189,518	189,518							
Greene	117	43,539,871	1,258	920	338	1,668,681	3,076,681							
Grundy	26	3,272,756	155	104	51	113,026	167,755							
Harrison	44	2,730,897	68	59	7	65,101	69,793							
Henry	40	3,591,002	270	167	103	205,900	299,014							
Hickory	9	590,647	17	14	3	22,964	20,702							
Holt	17	635,207	22	21	1	33,248	37,272							
Howard	21	1,821,968	49	35	14	53,674	53,674							
Howell	77	3,419,210	87	75	12	122,728	412,383							
Iron	6	189,444	5	5		13,673	22,513							
Jackson	1,704	1,408,793,238	24,543	19,008	4,635	47,347,476	85,318,887							
Jasper	140	50,469,230	1,022	915	107	1,641,328	2,048,956							
Jefferson	13	641,728	38	32	6	50,695	40,828							
Jefferson	18	2,069,273	64	58	6	74,605	146,770							
Johnson	38	1,076,270	44	44	2	25,637	28,729							
Knox	15	1,208,645	40	42	7	69,440	136,945							
Laclede	15	8,251,115	101	99	2	140,317	218,771							
Lafayette	51	1,425,425	62	58	4	78,716	113,991							
Lawrence	31	1,487,772	41	35	6	48,599	48,313							
Lewis	21	1,551,340	67	54	13	82,611	127,569							
Lincoln	21	981,085	32	30	2	46,810	60,125							
Linn	20	4,852,847	138	127	59	225,337	153,603							
Livingston	26	456,746	13	13		21,000	21,649							
McDonald	13	4,369,871	91	79	12	104,201	177,021							
Macon	12	206,334	13	12	1	21,617	27,105							
Madison	6	139,690	6	6		5,801	9,327							
Marion	36	5,255,765	172	149	23	235,435	406,241							
Maries	18	812,336	15	11	4	10,169	16,788							
Miller	14	397,656	21	21		15,925	20,323							
Mississippi	22	1,711,762	61	59	2	51,836	100,579							
Moniteau	19	1,709,993	102	69	33	95,975	67,489							
Monroe	26	6,172,051	276	237	39	201,537	164,095							
Montgomery	18	491,540	18	18		33,243	30,887							
Morgan	17	957,867	31	20	2	40,483	27,674							
New Madrid	36	2,738,874	108	108		98,895	67,003							
Newton	40	2,429,761	90	74	10	85,578	244,593							
Nodaway	44	2,661,627	88	83	5	102,683	182,851							
Oregon	38	688,896	21	20	1	11,683	110,143							
Osage	11	919,308	27	28	1	27,367	41,604							
Ozark	11	80,752	2	2		99	1,532							
Pemiscot	43	6,149,534	100	96	4	99,317	178,095							
Perry	7	246,856	10	10		12,312	16,204							
Pettis	33	12,564,654	504	297	207	517,416	838,372							
Phelps	19	2,642,099	138	86	52	107,188	131,847							
Pike	27	1,480,232	61	54	7	79,003	106,723							
Platte	20	1,611,528	30	28	2	37,514	78,606							
Polk	51	3,735,348	91	79	12	103,391	138,793							
Pulaski	25	1,606,041	47	43	4	47,670	48,406							
Putnam	6	728,618	29	25	4	24,209	48,248							
Ralls	20	236,370	9	9		12,937	10,721							
Randolph	33	2,619,568	112	97	15	162,170	277,207							
Ray	1	1,051,059	38	36	3	56,556								

GENERAL ANALYSIS

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		
MISSOURI—Continued														
		Dollars				Dollars	Dollars		Dollars			Dollars	Dollars	
St. Charles.....	18	943,470	20	28	1	58,157	62,329							
St. Clair.....	29	1,631,600	38	36	2	36,715	83,833							
St. Francois.....	20	1,548,426	61	54	7	93,978	145,701							
St. Louis.....	41	5,083,148	628	519	9	663,305	454,885							
St. Louis city.....	1,940	1,431,140,730	40,700	31,895	8,874	70,633,960	122,719,928							
Ste. Genevieve.....	9	266,186	13	12	1	16,501	15,697							
Saline.....	52	3,335,248	132	115	17	174,949	632,595							
Schuyler.....	13	1,204,222	20	24	5	24,374	37,944							
Scotland.....	17	957,491	17	15	2	17,767	24,264							
Scott.....	29	5,972,760	198	185	13	315,534	281,866							
Shannon.....	3	87,405	3	3		10,268	6,297							
Shelby.....	26	3,126,926	68	66	2	65,201	60,427							
Stoddard.....	49	3,501,522	85	83	2	113,845	156,035							
Stone.....	8	642,351	22	20	2	26,974	27,898							
Sullivan.....	21	1,211,721	70	53	17	40,739	45,588							
Taney.....	6	125,790	5	5		12,774	11,581							
Texas.....	20	1,230,628	36	34	2	58,022	113,144							
Vernon.....	23	1,699,183	72	51	21	79,601	102,789							
Warren.....	14	661,927	31	31		38,260	51,441							
Washington.....	7	343,423	17	15	2	25,540	40,342							
Wayne.....	14	191,166	6	6		14,430	9,447							
Webster.....	13	1,327,439	58	50	8	64,794	49,736							
Worth.....	12	549,880	17	16	1	13,642	16,583							
Wright.....	20	1,819,625	71	64	7	70,592	136,061							
MONTANA														
Total.....	1,249	158,545,212	4,436	3,787	649	6,991,435	19,025,882							
Wholesalers only.....	268	60,583,719	2,357	1,918	439	3,744,019	11,082,839							
Other wholesale establishments.....	981	97,961,493	2,079	1,869	210	3,247,416	7,943,043							
Beaverhead.....	4	471,788	12	11	1	23,503	93,026							
Big Horn.....	10	455,022	12	12		20,983	20,581							
Blaine.....	23	1,219,420	30	29	1	35,070	69,905							
Broadwater.....	7	621,754	10	10		15,007	27,842							
Carbon.....	25	1,342,218	40	39	1	70,794	148,248							
Carter.....	1	(x)	(x)	(x)	(x)	(x)	(x)							
Cascade.....	92	25,302,185	619	516	103	1,085,155	3,254,516							
Chouteau.....	47	3,745,889	52	52		87,676	310,843							
Custer.....	20	3,160,537	68	62	6	128,456	260,732							
Daniels.....	22	2,060,315	24	24		31,229	265,502							
Dawson.....	25	2,416,818	49	47	2	69,955	203,839							
Deer Lodge.....	8	1,403,432	36	33	3	73,012	550,780							
Fallon.....	14	(x)	(x)	(x)	(x)	(x)	(x)							
Fergus.....	97	6,536,881	153	146	8	215,687	467,295							
Flathead.....	18	3,046,960	146	129	17	220,122	648,028							
Gallatin.....	37	3,895,443	95	90	5	169,883	290,087							
Garfield.....	3	103,825	3	3		6,653	2,757							
Glacier.....	6	313,247	6	6		11,943	24,586							
Golden Valley.....	10	215,197	10	10		10,770	149,819							
Granite.....	4	85,020	4	4		7,228	9,678							
Hill.....	45	5,455,334	109	101	8	196,996	877,071							
Jefferson.....	5	130,800	7	6	1	9,993	29,951							
Judith Basin.....	36	1,188,944	37	37		48,065	103,101							
Lake.....	13	656,851	18	17	1	32,886	22,647							
Lewis and Clark.....	24	5,076,399	188	166	22	817,692	945,621							
Liberty.....	7	690,589	7	7		11,091	25,298							
Lincoln.....	6	137,863	6	6		11,163	15,568							
McCone.....	9	501,288	10	10		21,150	59,130							
Madison.....	9	265,690	9	9		3,234	24,806							
Meagher.....	4	96,169	4	4		3,809	6,972							
Mineral.....	3	32,372	2	2		3,050	7,406							
Missoula.....	23	6,371,558	350	277	73	553,151	1,501,628							
Musselshell.....	19	827,760	47	45	2	50,440	91,294							
Park.....	19	1,946,652	35	32	3	59,187	122,380							
Petroleum.....	7	200,886	7	7		9,587	31,726							
Phillips.....	30	2,184,765	34	34		54,717	132,641							
Pondera.....	27	3,587,263	40	40		83,700	275,599							
Powder River.....	6	188,100	8	7	1	13,085	19,012							
Prairie.....	11	813,674	14	14		52,669	52,669							
Ravalli.....	16	887,342	186	131	55	42,084	16,675							
Richland.....	23	1,812,515	29	28	1	44,584	215,975							
Roosevelt.....	35	3,467,799	40	40		80,337	390,444							
Rosebud.....	11	714,102	19	19		25,959	43,068							
Sanders.....	8	144,980	9	9		18,700	31,726							
Sheridan.....	39	3,504,808	43	43		64,040	292,996							
Silver Bow.....	93	80,282,993	742	627	115	1,881,598	2,883,713							
Stillwater.....	25	975,794	25	25		40,802	90,223							
Sweet Grass.....	9	357,408	7	7		11,749	42,353							
Teton.....	41	3,039,645	48	48		73,023	191,802							
Toole.....	19	2,001,691	49	45	4	87,745	378,181							
Treasure.....	4	122,824	1	1		1,942	1,084							
Valley.....	43	2,476,421	50	50		80,141	215,164							
Wheatland.....	13	254,237	10	10		11,408	13,321							
Wibaux.....	8	844,687	10	10		18,720	27,189							
Yellowstone.....	86	19,948,309	854	635	219	1,101,293	2,907,630							
NEBRASKA														
Total.....	2,390	1,064,064,385	17,268	14,526	2,742	28,106,033	68,560,669							
Wholesalers only.....	596	280,423,228	8,933	7,385	1,548	15,573,089	35,672,902							
Other wholesale establishments.....	2,294	773,641,157	8,335	7,141	1,194	12,532,944	22,887,667							
Adams.....	63	23,298,008	562	462	100	811,395	1,465,408							
Antelope.....	29	2,306,845	62	53	9	82,526	165,325							
Arthur.....	1	(x)	(x)	(x)	(x)	(x)	(x)							
Banner.....														
Blaine.....														
Boone.....	37	3,553,217	68	66	2	63,680	197,576							
Box Butte.....	23	5,106,455	102	93	9	177,692	588,838							
Boyd.....	9	1,130,485	17	16	1	23,204	95,405							
Brown.....	2	(x)	(x)	(x)	(x)	(x)	(x)							
Buffalo.....	33	7,231,105	146	144	2	148,340	265,520							
Burt.....	17	1,375,526	31	24	7	29,793	76,848							
Butler.....	39	3,195,408	69	69		59,538	180,472							
Cass.....	31	3,782,762	41	40	1	41,746	117,530							
Cedar.....	23	1,763,627	29	28	1	32,419	128,105							
Chase.....	11	1,920,933	23	23		82,221	104,630							
Cherry.....	13	1,616,424	30	27	3	39,268	70,349							
Cheyenne.....	32	7,026,060	89	87	2	140,154	299,381							
Clay.....	49	4,864,222												

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	Number of employees			Salaries and wages	Stocks on hand, end of year (at cost)	Number of establishments	Number of employees			Salaries and wages	Stocks on hand, end of year (at cost)			
		Net sales	Total	Male				Female	Net sales	Total			Male	Female	
NEBRASKA—Continued						NEW MEXICO—Continued									
Thayer.....	37	3,844,606	65	59	6	61,863	190,104	Chaves.....	27	4,408,511	69	61	8	142,546	264,918
Thomas.....	5	248,261	2	2		16,582	3,240	Colfax.....	18	7,149,032	58	54	4	117,179	239,113
Thurston.....	20	1,081,081	28	28		32,794	188,165	Curry.....	28	5,497,270	92	84	8	146,478	269,294
Valley.....	16	3,810,366	40	35	5	48,169	132,333	De Baca.....	3	48,410	5	5		5,910	4,087
Washington.....	21	923,633	23	23		25,560	53,606	Dona Ana.....	14	773,290	34	33	1	55,401	37,782
Wayne.....	13	690,231	21	21		16,189	67,291	Eddy.....	15	1,764,743	35	35		86,420	176,117
Webster.....	30	2,980,452	34	31	3	38,071	96,416	Grant.....	9	1,152,498	31	30	1	61,123	103,017
Wheeler.....	4	67,947	2	2		780	5,021	Guadalupe.....	6	533,093	14	14		37,129	95,107
York.....	47	5,503,206	84	76	8	92,257	278,518	Harding.....	2	(X)	(X)	(X)	(X)	(X)	(X)
NEVADA						NEW MEXICO—Continued									
Total.....	96	13,718,877	679	630	49	877,473	1,323,944	Hidalgo.....	6	212,638	7	7		13,952	12,162
Wholesalers only.....	49	7,566,337	233	209	24	460,236	884,800	Lea.....	1	(X)	(X)	(X)	(X)	(X)	(X)
Other wholesale establishments.....	47	6,152,340	446	421	25	427,237	439,144	Lincoln.....	6	273,802	16	16	1	19,800	28,309
Churchill.....	3	167,845	6	6		10,345	13,621	Luna.....	6	580,862	16	16		32,068	60,877
Clark.....	8	632,232	25	22	3	42,792	87,540	McKinley.....	15	4,387,843	153	134	19	267,740	615,499
Douglas.....	2	(X)	(X)	(X)	(X)	(X)	(X)	Mora.....	4	181,638	4	4		3,127	21,815
Elko.....	7	300,996	9	9		12,237	15,937	Otero.....	7	336,524	12	11	1	28,700	31,280
Esmeralda.....	2	(X)	(X)	(X)	(X)	(X)	(X)	Quay.....	9	930,990	17	17		33,628	36,734
Eureka.....	5	180,401	9	9		13,388	16,444	Rio Arriba.....	5	249,951	4	4		17,140	13,991
Humboldt.....	1	(X)	(X)	(X)	(X)	(X)	(X)	Roosevelt.....	12	646,442	37	34	3	40,265	43,793
Lander.....	1	(X)	(X)	(X)	(X)	(X)	(X)	Sandoval.....	3	54,307	4	4		6,033	5,365
Lincoln.....	1	(X)	(X)	(X)	(X)	(X)	(X)	San Juan.....	6	407,777	14	13	1	33,087	35,202
Lyon.....	3	105,994	7	7		8,394	8,261	San Miguel.....	8	2,800,520	79	73	3	177,424	540,132
Mineral.....	1	(X)	(X)	(X)	(X)	(X)	(X)	Santa Fe.....	13	2,418,580	59	56	3	117,540	318,088
Nye.....	8	550,863	24	22	2	51,117	70,594	Sierra.....	2	(X)	(X)	(X)	(X)	(X)	(X)
Ormsby.....	1	(X)	(X)	(X)	(X)	(X)	(X)	Socorro.....	8	399,455	10	10		21,655	44,507
Porsching.....	3	179,853	14	14		12,972	17,227	Taos.....	1	(X)	(X)	(X)	(X)	(X)	(X)
Storey.....	1	(X)	(X)	(X)	(X)	(X)	(X)	Torrance.....	11	1,947,705	27	25	2	51,587	57,713
Washoe.....	42	10,713,014	553	509	44	632,987	1,003,845	Union.....	17	2,460,159	40	39	1	60,057	142,202
White Pine.....	9	664,666	17	17		23,992	42,023	Valencia.....	4	177,330	7	7		65,367	22,485
NEW HAMPSHIRE						NEW YORK									
Total.....	326	61,413,714	2,456	2,199	288	3,691,913	6,330,600	Total.....	25,311	17,604,633,820	291,056	227,199	63,857	698,202,950	1,273,191,308
Wholesalers only.....	190	30,908,637	1,600	1,369	231	2,155,771	4,205,714	Wholesalers only.....	17,611	7,831,103,142	176,785	139,220	37,565	410,790,912	887,141,136
Other wholesale establishments.....	127	30,445,077	856	799	57	1,536,042	2,024,886	Other wholesale establishments.....	7,700	9,773,525,687	114,271	87,979	26,292	285,400,038	386,050,172
Bolton.....	10	1,445,087	49	43	6	74,412	182,161	Albany.....	271	128,783,982	3,802	3,224	638	7,256,843	12,528,855
Carroll.....	6	513,409	19	19		38,623	64,697	Allegany.....	49	7,071,444	231	207	24	342,918	1,413,178
Cheshire.....	26	4,594,802	157	135	22	230,147	572,890	Bronx.....	375	187,913,157	4,800	4,075	615	0,702,570	10,046,421
Cook.....	10	2,598,376	63	57	6	101,073	227,618	Broome.....	136	61,398,882	2,221	1,418	403	3,828,136	8,002,633
Grafton.....	16	2,339,423	60	54	6	108,149	238,079	Cattaraugus.....	84	14,336,267	1,292	1,147	145	1,783,146	1,750,614
Hillsborough.....	139	30,933,020	1,221	1,095	123	1,777,267	2,361,770	Cayuga.....	78	12,399,903	354	309	45	575,384	1,079,347
Rockingham.....	42	4,271,719	242	204	18	314,175	544,264	Chautauque.....	128	24,930,028	848	614	234	1,414,922	1,803,378
Stratford.....	21	3,333,432	122	105	17	247,569	280,481	Chemung.....	83	23,576,346	1,109	858	311	1,770,920	2,781,250
Sullivan.....	14	1,794,766	64	33	11	139,661	102,519	Chenango.....	22	5,939,062	159	135	24	200,130	558,067
NEW JERSEY						NEW YORK									
Total.....	2,344	1,008,881,361	27,598	23,764	3,832	55,690,876	69,719,014	Columbia.....	32	5,190,378	241	203	38	315,701	1,017,289
Wholesalers only.....	1,701	502,116,679	16,970	14,434	2,536	34,891,072	50,094,129	Contra Costa.....	24	4,032,342	146	128	18	205,130	420,071
Other wholesale establishments.....	643	506,764,682	10,628	9,330	1,296	20,799,804	19,624,885	Delaware.....	36	2,252,873	68	64	4	77,570	164,253
Atlantic.....	86	24,736,058	902	824	78	1,793,224	2,476,303	Dutchess.....	63	20,372,333	759	689	70	1,340,991	2,382,304
Bergen.....	67	14,668,289	454	419	35	992,511	1,023,235	Erie.....	1,220	681,895,546	14,838	11,703	3,133	29,808,271	41,009,681
Burlington.....	10	2,579,032	79	73	6	102,390	122,739	Essex.....	15	1,207,160	27	24	3	54,717	217,581
Camden.....	72	23,302,014	1,074	979	95	1,007,847	1,652,100	Franklin.....	40	6,410,091	188	171	17	325,928	782,006
Cape May.....	25	1,818,917	80	75	5	143,275	131,843	Fulton.....	67	11,859,283	241	199	42	437,170	1,247,136
Cumberland.....	71	9,994,340	561	502	59	709,098	406,797	Genesee.....	43	11,733,060	371	278	93	515,513	695,467
Essex.....	735	410,879,618	10,539	8,879	1,660	22,749,360	25,700,232	Greene.....	9	2,881,074	37	32	5	103,383	191,723
Gloucester.....	30	4,114,722	127	123	4	211,036	280,662	Hamilton.....	2	(X)	(X)	(X)	(X)	(X)	(X)
Hudson.....	355	208,869,895	6,002	4,908	1,094	12,286,662	15,960,093	Herkimer.....	43	4,142,792	177	128	49	275,160	400,036
Hunterdon.....	20	1,492,069	72	70	2	106,221	21,427	Jefferson.....	62	14,227,208	504	403	101	805,572	1,632,814
Mercer.....	145	38,140,767	1,441	1,267	174	2,420,365	2,834,510	Kings.....	1,818	699,107,474	10,332	10,750	2,582	39,864,320	45,285,353
Middlesex.....	103	59,879,626	1,511	1,368	153	3,147,790	5,281,154	Lewis.....	7	415,032	14	12	2	22,363	23,556
Monmouth.....	151	20,226,737	670	890	80	1,540,124	2,269,790	Livingston.....	37	2,439,103	69	67	2	88,563	127,345
Morris.....	51	8,980,629	386	371	15	523,433	221,003	Madison.....	31	2,012,975	196	134	62	404,880	1,067,004
Ocean.....	21	2,728,151	121	108	13	173,077	221,003	Monroe.....	603	230,123,963	6,377	5,049	1,328	11,402,337	20,495,798
Passaic.....	104	86,423,839	1,939	1,709	230	4,273,294	5,109,795	Montgomery.....	58	33,078,825	343	258	85	528,009	4,436,530
Salem.....	25	3,163,658	86	81	5	116,563	149,334	Nassau.....	119	46,714,419	1,166	1,060	106	2,169,959	2,404,466
Somerset.....	11	4,800,689	106	92	14	238,227	340,575	New York.....	16,948	14,529,672,022	205,836	155,967	49,869	532,269,207	1,030,339,888
Sussex.....	17	754,839	22	21	1	44,643	34,752	Niagara.....	103	25,929,512	735	581	154	1,536,273	5,209,330
Union.....	129	60,618,685	968	861	105	2,045,107	5,791,597	Oneida.....	211	62,324,626	2,103	1,777	326	3,872,660	5,900,951
Warren.....	26	6,707,892	158	156	2	284,820	323,322	Ontario.....	498	132,143,526	5,079	4,084	966	10,152,862	13,695,016
NEW MEXICO						NEW YORK									
Total.....	317	53,546,927	1,355	1,258	97	2,330,098	4,743,940	Orange.....	360	41,537,513	1,085	904	181	2,051,548	3,560,246
Wholesalers only.....	97	26,882,181	720	657	63	1,255,536	3,585,806	Oswego.....	103	2,542,028	169	131	88	154,605	285,882
Other wholesale establishments.....	220	26,664,746	635	601	34	1,075,462	1,158,134	Otsego.....	61	7,904,880	233	215	20	385,385	697,336
Bernalillo.....	47	13,567,077	506	467	39	6									

GENERAL ANALYSIS

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		
NEW YORK—Continued															
Washington	25	Dollars 2,624,669	93	76	17	Dollars 195,373	Dollars 689,700								
Wayne	75	7,816,397	316	209	107	254,380	730,530								
Westchester	239	93,186,496	2,292	2,078	214	4,792,060	5,871,180								
Wyoming	11	668,201	34	26	8	35,239	51,540								
Yates	24	1,038,963	42	39	3	31,869	107,949								
NORTH CAROLINA															
Total	2,413	717,431,529	24,476	18,112	6,364	25,823,556	68,826,378								
Wholesalers only—Other wholesale establishments	1,037	267,917,411	9,305	7,456	1,849	12,440,900	30,022,630								
	1,370	440,514,118	15,171	10,656	4,515	13,382,456	33,203,748								
NORTH CAROLINA—Con.															
Rowan	47	Dollars 9,449,210	208	236	62	Dollars 366,904	Dollars 475,684								
Rutherford	14	1,531,584	39	38	1	61,001	127,804								
Sampson	22	2,884,360	20	26	3	39,098	82,596								
Scotland	8	1,461,185	22	21	1	57,431	113,354								
Stanly	16	1,801,858	45	43	2	104,035	120,478								
Stokes	7	435,985	16	14	2	24,230	38,476								
Surry	31	3,077,519	96	92	4	137,338	285,757								
Swain	5	388,037	10	10		16,773	37,597								
Sylvania	3	169,992	3	3		5,133	8,371								
Tyrrell	6	337,511	10	10		11,571	3,964								
Union	26	6,448,435	83	76	7	163,900	415,318								
Vance	21	9,033,436	217	205	12	350,610	966,739								
Wake	87	23,760,762	605	606	89	1,249,690	2,075,030								
Warren	30	3,464,721	105	102	3	109,047	266,260								
Washington	5	362,161	11	11		14,643	36,733								
Wayne	8	255,821	5	5		6,038	10,981								
Wayne	35	8,900,309	901	243	718	423,572	900,287								
Wilkes	13	2,339,463	53	50	3	100,082	105,877								
Wilson	81	43,663,075	3,631	2,938	993	1,454,220	1,126,650								
Yadkin	5	155,903	7	7		8,100	10,428								
Yancey	3	58,780	2	2		2,012	3,216								
NORTH DAKOTA															
Total	3,619	262,429,543	5,029	5,463	446	9,939,864	24,418,234								
Wholesalers only—Other wholesale establishments	184	52,153,030	1,808	1,571	207	3,250,258	5,584,184								
	2,435	210,276,504	4,061	3,912	149	6,689,606	18,834,050								
Adams	24	3,537,650	24	24		76,839	192,204								
Barnes	83	6,983,490	141	136	5	220,384	708,793								
Benson	66	4,075,529	80	80		118,404	384,618								
Billings	2	(x)	(x)	(x)		(x)	(x)								
Bottineau	82	5,892,040	99	98	1	139,374	656,691								
Bowman	23	2,733,693	31	30	1	69,100	218,720								
Burke	44	2,470,530	49	49		73,884	161,664								
Burlingame	55	14,128,207	408	352	51	708,633	1,851,147								
Cass	173	48,838,218	1,311	1,141	170	2,353,300	4,302,236								
Cavalier	74	4,418,111	90	90		131,642	460,657								
Dickey	34	1,054,868	40	40		55,065	130,640								
Divide	32	1,900,412	44	44		64,240	166,039								
Dunn	22	1,798,295	30	29	1	90,961	192,206								
Eddy	21	1,581,070	31	30	1	46,901	162,700								
Emmons	44	3,270,384	48	47	1	77,423	140,755								
Foster	28	1,755,427	39	39		62,209	124,046								
Golden Valley	18	2,294,612	28	28		51,702	156,145								
Grand Forks	106	16,164,418	520	448	72	820,567	1,713,276								
Grant	33	1,880,936	31	30	1	56,290	107,033								
Griggs	38	2,060,365	50	50		76,905	144,900								
Hettinger	27	3,630,565	45	45		86,301	295,152								
Kidder	36	2,150,844	42	42		66,723	238,928								
La Moure	65	3,645,417	65	65		107,768	361,468								
Logan	35	2,129,278	28	28		39,162	308,224								
McHenry	69	5,586,534	92	89	3	136,527	464,018								
McIntosh	44	2,392,250	42	42		62,480	108,936								
McKenzie	24	2,334,717	28	28		58,560	215,630								
McLean	40	4,323,836	61	61		125,540	328,623								
Mercer	22	2,256,908	27	27		62,706	189,276								
Morton	62	5,152,088	139	123	16	222,616	615,474								
Mountain	56	4,930,874	67	67		130,730	417,075								
Nelson	45	2,244,443	55	54	1	86,780	309,097								
Oliver	7	241,069	6	6		12,800	48,917								
Pembina	80	3,521,128	109	107	2	119,070	608,483								
Pierce	32	2,037,431	37	37		61,908	241,170								
Ramsay	73	5,812,403	124	119	5	215,095	747,720								
Ransom	32	1,970,063	48	47	1	67,913	112,853								
Renville	49	4,129,570	56	56		98,650	354,122								
Richland	90	5,747,675	170	159	11	327,045	440,614								
Rolette	37	1,967,033	43	43		59,478	124,090								
Sargent	52	2,783,026	62	60	2	85,422	167,046								
Sheridan	28	1,908,623	36	36		35,931	108,664								
Sioux	8	506,035	10	10		19,076	64,109								
Slope	5	(x)	(x)	(x)		(x)	(x)								
Stark	34	5,912,373	70	66	4	140,025	328,999								
Steele	27	1,825,034	37	35	2	61,352	149,376								
Stutsman	100	10,491,025	222	198	24	360,853	632,918								
Towner	47	3,002,752	63	62	1	100,294	480,156								
Trail	59	3,925,910	98	98		120,596	480,187								
Walsh	92	4,794,153	143	143		161,202	424,330								
Ward	111	18,374,908	550	490	60	1,036,246	2,095,366								
Wells	72	4,535,841	67	66	1	108,967	348,643								
Williams	75	10,412,276	189	180	9	317,893	897,873								
OHIO															
Total	8,077	3,084,100,457	84,758	70,070	14,688	164,687,155	197,408,496								
Wholesalers only—Other wholesale establishments	4,130	1,371,471,872	50,363	41,569	8,794	62,149,735	132,058,848								
	3,947	1,722,628,585	34,395	28,501	5,894	62,517,420	65,349,648								
Adams	10	374,488	14	14		15,456	15,779								
Allen	75	12,837,534	711	686	125	1,043,556	978,914								
Ashland	20	2,039,189	40	43	6	76,843	120,702								

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			
OHIO—Continued							OKLAHOMA—Continued								
		Dollars				Dollars	Dollars		Dollars			Dollars	Dollars		
Ashtabula	84	5,583,007	200	268	27	388,492	409,329	Beckham	64	0,055,492	252	185	07	800,701	813,151
Athens	24	3,527,226	144	128	16	210,112	517,258	Blaine	78	4,218,357	117	112	5	125,875	138,975
Auglaize	57	7,449,419	147	134	13	150,870	230,552	Bryan	39	6,358,351	100	168	22	309,930	573,190
Belmont	35	8,951,087	183	148	35	201,820	446,035	Caddo	90	4,983,524	141	180	11	190,001	212,616
Brown	34	2,770,631	142	136	6	57,752	97,579	Canadian	43	6,514,457	122	108	14	185,817	771,400
Butler	70	15,647,221	448	385	03	683,845	3,795,739	Carter	50	6,062,865	220	214	6	379,045	1,142,773
Carroll	16	297,400	10	10		3,526	13,350	Cherokee	17	494,983	34	34		20,407	38,432
Champaign	19	1,558,709	55	60	5	63,478	188,243	Choctaw	21	1,819,352	45	45		97,021	182,753
Clark	70	6,830,528	492	438	69	678,941	1,008,587	Cimarron	37	1,112,285	42	40	2	40,538	104,280
Clermont	2	(x)	(x)	(x)	(x)	(x)	(x)	Cleveland	36	1,102,309	64	62	2	68,056	148,220
Clinton	54	3,627,874	90	85	5	87,720	97,325	Coal	85	8,561,097	280	206	14	390,331	800,476
Columbiana	61	3,194,417	408	362	46	756,179	791,991	Comanche	35	2,633,546	162	133	20	114,907	111,259
Coshocton	26	1,442,634	56	49	7	62,734	61,480	Cotton	29	1,942,960	80	70	4	90,705	103,680
Crawford	43	7,330,986	150	122	28	186,080	308,992	Craig	20	4,952,322	204	200	4	317,893	979,378
Cuyahoga	2,021	1,175,022,279	25,622	20,915	4,707	63,336,342	56,215,885	Creek	65	10,127,679	343	282	61	540,532	983,195
Darke	70	8,206,806	390	286	104	312,552	588,120	Custer	6	131,554	8	7	1	8,056	5,123
Defiance	42	5,099,487	109	165	34	234,859	343,031	Delaware	40	1,695,534	61	55	6	55,990	61,806
Delaware	35	1,883,955	88	82	6	86,236	91,161	Dewey	32	3,270,956	47	47		77,120	80,708
Erle	64	9,799,893	627	546	81	1,184,279	962,939	Ellis	123	20,242,172	724	562	162	1,069,930	3,288,861
Fairfield	50	2,981,612	132	118	16	141,968	244,544	Garfield	58	3,197,637	104	96	8	110,500	230,050
Fayette	30	7,496,265	157	145	12	210,967	293,050	Garvin	72	14,149,747	204	186	18	328,309	1,583,600
Franklin	560	233,187,451	7,139	5,958	1,181	12,786,489	18,277,047	Grady	55	3,894,156	103	90	7	139,724	160,093
Fulton	33	3,871,551	94	83	11	129,000	212,778	Grant	72	2,258,041	105	80	25	80,481	68,541
Gallia	13	2,844,302	85	79	6	84,257	184,885	Greer	34	2,370,359	24	24		24,345	72,748
Geauga	20	396,987	10	10		9,305	7,050	Harmon	40	2,795,169	69	64	5	104,547	120,129
Greene	17	5,170,061	112	102	10	207,865	555,789	Harpur	25	523,046	26	25	1	18,239	34,510
Guernsey	23	2,303,066	82	72	10	112,051	185,832	Haskell	42	2,814,894	108	104	4	155,702	316,040
Hamilton	1,367	735,711,606	17,576	13,851	3,725	34,095,810	46,108,303	Hughes	39	14,339,690	216	210	6	290,763	684,371
Hancock	46	6,091,852	198	179	19	276,397	547,609	Jackson	89	1,491,827	46	46		56,007	49,856
Hardin	72	5,388,005	265	237	28	181,091	327,071	Jefferson	36	554,064	39	39		34,402	34,257
Harrison	6	(x)	(x)	(x)	(x)	(x)	(x)	Johnson	70	13,040,981	236	278	8	498,430	1,578,176
Henry	36	4,298,038	129	102	27	116,618	231,450	Kay	46	2,683,973	62	62		81,690	164,708
Highland	4	3,771,976	184	127	7	143,580	219,200	Kingfisher	104	9,715,340	257	240	8	350,645	266,082
Hocking	7	264,228	7	7	1	38,252	50,428	Kiowa	5	193,739	9	9		13,981	20,781
Holmes	22	1,457,350	34	31	3	40,783	65,563	Lalimer	26	1,176,598	94	81	3	75,383	117,032
Huron	33	3,215,553	107	96	11	148,091	187,431	LeFlore	45	2,170,852	32	30	2	110,168	173,631
Jackson	22	987,455	68	63	6	81,904	98,877	Lincoln	54	4,716,181	182	176	6	350,512	414,003
Jefferson	55	11,307,395	439	393	46	706,553	1,106,490	Logan	5	141,078	6	6		10,302	1,190
Knox	21	2,960,080	89	79	10	111,153	229,058	Love	40	3,047,458	116	114	2	111,022	124,096
Lako	20	1,442,634	79	68	8	132,378	132,378	McCain	28	1,465,027	58	56	2	90,072	134,385
Lawrence	13	2,744,142	108	97	11	173,244	414,155	McCurtain	14	365,891	25	24	1	32,937	15,424
Licking	44	6,373,085	192	176	16	285,724	468,302	McIntosh	45	1,922,331	55	53	2	68,390	93,712
Logan	34	4,050,787	113	103	10	139,123	2,472,869	Major	12	843,405	19	19		21,990	30,771
Lorain	66	16,791,842	708	656	102	1,120,693	16,474,334	Marshall	81	1,201,193	70	67	3	50,994	91,044
Lucas	425	189,680,453	7,540	6,462	1,078	13,056,584	242,637	Murray	17	730,035	25	23	2	38,064	24,246
Madison	28	4,077,773	70	72	4	87,066	5,913,036	Muskogee	106	25,814,213	831	708	123	1,047,949	2,061,440
Mahoning	213	10,783,785	3,066	2,754	312	5,489,781	6,210,500	Noble	35	2,424,197	61	58	3	89,064	207,763
Marion	45	6,019,144	203	227	36	350,193	520,230	Nowata	19	911,150	34	33	1	43,122	73,991
Medina	23	3,015,978	141	110	31	216,642	185,006	Okfuskee	38	2,749,443	101	94	7	138,708	373,684
Melges	23	1,273,935	75	50	16	101,957	165,833	Oklahoma	506	320,186,165	6,785	5,814	971	11,582,787	17,908,998
Mercer	50	11,213,201	664	833	131	1,411,128	1,702,804	Okmulgee	69	6,712,187	311	271	40	425,033	906,720
Miami	12	265,214	9	9		10,078	22,307	Ossage	51	2,265,935	99	95	4	187,320	556,058
Monroe	276	110,351,677	3,307	2,692	705	6,845,121	7,419,692	Ottawa	44	3,939,000	174	165	9	310,099	544,525
Montgomery	13	508,356	11	10	1	8,187	61,436	Pawnee	24	1,058,825	62	51	1	54,782	178,280
Morgan	8	727,901	14	12	2	19,432	17,378	Payne	30	2,975,202	114	107	7	176,983	412,896
Morrow	80	14,063,055	523	473	56	898,978	2,261,005	Pittsburg	53	7,622,301	191	175	16	333,981	616,752
Muskingum	7	713,311	13	10	3	19,327	47,105	Pontotoc	49	3,014,507	100	94	6	153,047	309,855
Noble	15	1,809,738	71	68	3	98,075	79,463	Pottawatomie	94	13,137,747	415	380	35	659,997	1,589,153
Ottawa	36	2,816,126	64	55	9	56,967	91,853	Pushmataha	13	250,200	13	13		25,766	46,740
Paulding	26	1,310,473	64	60	4	111,413	119,004	Roger Mills	32	1,952,027	59	54	5	57,865	55,434
Perry	43	5,876,600	1,049	592	457	268,177	266,892	Rogers	24	1,335,554	63	57	6	60,550	64,572
Pickaway	13	335,279	38	38		24,051	22,661	Seminole	101	26,379,105	518	510	8	1,022,202	4,812,337
Portage	17	1,293,236	62	46	6	92,200	64,443	Sequoyah	14	254,876	18	18		15,423	9,870
Preble	32	1,580,540	84	75	9	81,130	105,554	Stephens	76	5,108,883	162	154	8	223,717	616,030
Putnam	49	5,883,779	139	110	23	149,107	202,326	Texas	52	5,898,528	115	107	8	151,984	398,809
Richland	63	16,181,133	1,107	955	142	1,427,828	1,676,374	Tillman	70	7,394,017	140	135	5	150,888	363,905
Ross	31	4,927,551	304	228	76	368,708	422,936	Tulsa	306	107,228,639	2,666	2,336	330	5,250,603	9,567,605
Sandusky	52	5,154,963	158	145	13	226,739	277,626	Wagoner	20	423,299	28	26	2	20,703	44,994
Scioto	43	8,086,881	424	389	35	687,347	1,301,520	Washington	29	6,174,931	107	102	5	227,738	430,524
Seneca	60	5,757,032	229	207	22	316,790	399,407	Washita	50	5,061,522	77	67	10	113,0	

GENERAL ANALYSIS

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		
OREGON—Con.							RHODE ISLAND								
		Dollars				Dollars	Dollars		Dollars				Dollars	Dollars	
Jefferson	4	310,404	17	17	---	23,007	17,486	Total	737	300,071,896	8,029	6,743	1,286	14,820,823	23,780,518
Josephine	8	933,365	30	28	2	62,622	83,384	Wholesalers only	571	107,083,304	5,672	4,635	1,037	10,241,451	15,719,018
Klamath	28	5,330,972	156	144	12	209,161	429,170	Other wholesale establishments	166	132,388,591	2,357	2,108	249	4,578,872	8,060,900
Lake	2	(x)	(x)	(x)	(x)	(x)	(x)	Bristol	5	89,028	21	19	2	15,909	9,999
Lane	34	5,689,800	206	175	31	318,688	369,800	Kent	8	1,690,114	63	60	3	98,858	132,085
Lincoln	4	131,060	9	9	---	15,838	8,717	Newport	32	6,398,510	402	380	22	468,661	736,288
Linn	26	2,167,230	97	88	9	126,490	311,686	Providence	680	290,490,278	7,479	6,232	1,256	14,124,687	22,645,348
Malheur	10	978,592	22	22	---	44,603	68,244	Washington	12	1,394,967	64	61	3	112,308	260,848
Marion	63	7,851,128	263	219	44	409,834	616,860	SOUTH CAROLINA							
Morrow	15	1,755,162	27	26	1	35,434	40,220	Total	1,589	338,528,360	7,726	6,529	1,197	10,584,517	17,524,095
Multnomah	375	389,959,465	11,022	9,648	1,374	20,125,411	34,233,535	Wholesalers only	530	148,002,253	3,824	3,417	407	5,828,549	12,632,212
Polk	12	2,059,558	30	30	---	40,382	276,877	Other wholesale establishments	1,000	185,526,107	3,902	3,112	790	4,756,968	4,891,883
Sherman	3	171,380	8	7	1	20,435	17,672	Abbeville	28	1,136,505	29	28	1	34,438	96,535
Tillamook	8	657,019	24	22	2	36,288	30,347	Aiken	22	1,983,748	65	59	9	124,925	132,930
Umatilla	42	12,492,230	663	657	6	307,439	1,024,262	Allendale	13	891,046	26	26	---	30,600	106,478
Union	21	1,642,286	98	90	8	110,350	99,013	Anderson	89	9,287,272	267	246	21	394,623	803,338
Wallowa	5	746,122	18	18	---	25,484	22,958	Barnberg	11	684,582	28	28	---	31,078	43,702
Wasco	17	2,185,601	76	65	11	136,452	80,075	Barnwell	11	408,218	5	5	---	24,421	15,984
Washington	10	854,845	26	26	---	42,397	21,468	Beaufort	8	949,796	80	28	2	60,548	55,214
Wheeler	1	(x)	(x)	(x)	(x)	(x)	(x)	Berkley	6	365,489	8	7	1	31,780	12,291
Yamhill	17	878,150	48	47	1	69,722	68,451	Calhoun	33	1,791,174	60	57	3	43,470	76,814
PENNSYLVANIA							Other wholesale establishments								
Total	10,542	4,777,291,874	113,655	92,219	21,436	217,649,738	306,215,349	Total	1,589	338,528,360	7,726	6,529	1,197	10,584,517	17,524,095
Wholesalers only	6,090	1,078,490,338	70,305	56,716	13,589	128,287,902	209,412,052	Wholesalers only	530	148,002,253	3,824	3,417	407	5,828,549	12,632,212
Other wholesale establishments	3,852	2,798,795,536	43,350	35,503	7,847	89,361,770	96,802,697	Other wholesale establishments	1,000	185,526,107	3,902	3,112	790	4,756,968	4,891,883
Adams	57	2,382,882	378	249	129	88,723	208,047	Charleston	111	45,896,562	1,297	1,137	160	2,106,804	5,106,468
Allegheny	1,974	1,562,680,257	29,341	23,836	5,505	61,731,040	72,859,209	Cherokee	13	1,033,438	35	34	1	72,821	68,990
Armstrong	17	3,670,916	100	150	10	232,544	262,050	Chester	31	2,908,209	82	77	6	141,051	226,478
Beaver	65	12,024,680	465	417	48	736,726	1,190,290	Chesterfield	23	1,730,672	26	25	1	41,702	64,727
Bedford	21	1,464,481	72	65	7	87,426	104,127	Cherokee	25	1,032,590	20	19	1	38,133	28,378
Berks	235	57,938,519	1,953	1,654	299	3,314,485	4,090,645	Colleton	15	1,151,320	17	16	1	56,287	37,138
Blair	122	35,623,059	1,064	879	185	1,601,882	2,721,271	Darlington	36	6,074,028	723	463	270	187,524	278,207
Bradford	41	2,950,071	76	65	11	113,222	202,690	Dillon	24	1,274,779	24	22	2	34,054	38,392
Bucks	28	2,365,084	91	87	4	116,378	109,808	Dorchester	10	613,010	13	13	---	29,303	30,267
Butler	51	12,741,084	403	368	35	601,094	1,001,609	Edgefield	7	445,654	21	21	---	53,761	20,126
Cambria	130	24,733,732	863	716	147	1,354,387	2,083,094	Fairfield	24	937,078	32	32	---	26,239	32,290
Cameron	1	(x)	(x)	(x)	(x)	(x)	(x)	Florence	51	10,008,435	509	400	103	434,174	326,423
Carbon	17	3,750,980	129	97	32	243,864	600,866	Georgetown	19	1,037,633	53	48	5	90,174	265,767
Centre	22	4,823,995	104	172	22	231,621	541,182	Greenville	167	93,643,385	887	808	79	1,005,126	3,138,082
Chester	66	11,928,017	418	383	35	671,674	818,239	Greenwood	31	4,003,008	107	101	6	202,337	303,576
Clarion	17	567,408	17	14	3	24,681	55,241	Hampton	11	(x)	(x)	(x)	(x)	(x)	(x)
Clearfield	38	6,797,154	219	187	32	345,119	451,602	Horry	13	1,404,060	27	27	---	58,910	43,022
Clinton	27	1,690,028	61	43	8	66,710	242,496	Jasper	2	(x)	(x)	(x)	(x)	(x)	(x)
Columbia	42	8,014,802	146	128	17	469,267	2,777,341	Kershaw	8	914,515	16	15	1	46,551	43,035
Crawford	19	4,524,094	160	128	22	203,486	640,608	Lancaster	22	1,270,635	27	26	1	42,421	67,286
Cumberland	38	3,726,685	140	141	5	226,824	265,621	Laurens	36	3,114,066	50	47	3	92,679	132,147
Dauphin	186	51,803,658	2,113	1,830	277	3,545,721	5,482,030	Lee	14	787,676	16	16	---	33,023	76,333
Delaware	76	23,934,016	851	766	85	1,498,820	1,820,410	Lexington	21	482,076	27	27	---	52,773	48,783
Elk	8	597,106	25	20	5	39,405	61,351	McCormick	11	361,342	5	5	---	18,060	44,500
Essex	184	34,020,882	1,356	1,162	194	2,204,685	3,387,830	Marion	30	3,984,430	694	418	276	226,889	87,643
Fayette	102	17,591,034	719	640	79	1,056,399	1,201,826	Marlboro	16	3,264,194	27	24	3	45,420	105,191
Forest	2	(x)	(x)	(x)	(x)	(x)	(x)	Newberry	24	4,082,136	62	59	3	93,785	204,639
Franklin	50	5,462,216	167	158	9	212,563	371,950	Oconee	23	3,076,078	36	32	4	70,293	108,209
Fulton	7	39,990	1	1	---	350	2,875	Orangeburg	74	8,138,452	191	182	9	224,248	321,068
Greene	27	1,727,143	51	50	1	60,280	166,800	Pickens	17	5,159,671	20	20	---	75,590	29,743
Huntingdon	27	3,090,760	118	95	23	203,528	489,745	Richland	138	47,162,404	1,206	1,085	121	1,994,756	2,978,204
Indiana	20	3,181,600	103	85	18	162,944	342,526	Saluda	12	762,683	12	11	1	15,860	10,848
Jefferson	32	3,350,214	120	103	26	217,700	324,684	Spartanburg	143	38,688,302	588	509	79	976,241	1,298,764
Juniata	0	543,654	10	10	---	11,650	1,481	Sumter	35	9,143,738	109	101	8	204,284	260,309
Lackawanna	315	116,802,335	3,349	2,796	553	5,862,953	7,848,413	Union	20	2,400,368	71	64	7	123,218	215,865
Lancaster	258	62,281,884	2,714	2,151	563	2,906,325	10,181,622	Williamsburg	31	1,508,589	81	80	1	63,026	24,264
Lawrence	53	10,253,700	416	361	55	687,528	1,106,141	York	40	5,312,076	60	60	0	120,720	214,064
Lebanon	46	5,922,572	240	219	21	353,324	498,979	SOUTH DAKOTA							
Lehigh	138	48,179,438	1,834	1,613	221	3,207,308	3,344,627	Total	1,973	288,280,422	5,537	4,910	627	8,615,702	16,810,495
Luzerne	365	82,076,873	2,402	1,905	497	4,121,295	5,534,343	Wholesalers only	202	51,425,473	2,171	1,746	426	3,266,108	5,810,012
Lycoming	72	9,953,835	411	342	69	682,266	1,141,992	Other wholesale establishments	1,771	184,854,949	3,366	3,164	202	5,349,599	11,000,483
McKean	47	15,546,363	483	428	55	608,895	1,652,604	Armstrong	15	783,165	17	17	---	18,443	33,952
Mercer	45	7,802,328	297	263	34	456,314	868,753	Aurora	58	6,969,622	227	180	47	366,770	595,292
Mifflin	27	2,738,978	97	85	12	147,771	305,551	Beadle	15	783,165	17	17	---	18,443	33,952
Monroe	10	1,094,196	149	140	3	198,231	181,712	Bennett	37	2,367,613	50	46	4	68,139	93,041
Montgomery	106	20,485,841	944												

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, and of year (at cost)		Number of establishments	Net sales	Number of employees			Salaries and wages	Stocks on hand, and of year (at cost)
			Total	Male	Female						Total	Male	Female		
SOUTH DAKOTA—Continued							TENNESSEE—Continued								
		Dollars				Dollars	Dollars		Dollars				Dollars	Dollars	
Edmunds	27	1,925,231	32	32	49,199	77,833	Hickman	7	158,138	12	12	12,442	11,813		
Fall River	11	1,507,493	18	17	49,986	31,834	Houston								
Faulk	41	3,022,991	40	48	77,860	288,146	Humphreys	12	638,972	25	25	35,855	61,249		
Grant	40	2,449,952	74	68	86,400	136,422	Jackson	2	(x)	(x)	(x)	(x)	(x)		
Gregory	27	1,960,985	39	37	63,348	82,361	Jefferson	1	(x)	(x)	(x)	(x)	(x)		
Haakon	6	1,254,133	15	15	60,163	38,823	Johnson	2	(x)	(x)	(x)	(x)	(x)		
Hamlin	37	2,402,462	70	69	60,555	132,870	Knox	137	53,712,308	2,110	1,804	306	3,732,557		
Hand	27	2,614,950	48	41	81,258	230,086	Lake	13	1,390,498	75	73	2	45,640		
Hanson	24	1,971,868	22	22	40,447	40,184	Lauderdale	10	8,421,456	42	41	1	59,674		
Harding	2	(x)	(x)	(x)	(x)	(x)	Lawrence	40	2,273,192	38	38		32,023		
Hughes	19	1,880,342	45	40	92,381	245,523	Lewis	5	85,875	2	2		6,496		
Hutchinson	42	3,765,675	48	40	67,088	144,581	Lincoln	38	4,348,113	84	75	0	83,445		
Hyde	10	832,666	17	10	23,542	65,996	Loudon	5	128,095	6	4	2	0,730		
Jackson	11	1,176,321	11	11	59,935	48,910	McMinn	12	1,262,680	45	41	4	68,173		
Jerauld	19	1,961,482	23	21	34,768	119,590	McNairy	9	628,177	91	35	56	10,886		
Jones	6	260,104	0	8	1	10,708	Macon								
Kingsbury	51	4,282,339	71	70	98,565	212,691	Madison	29	12,112,470	161	143	18	350,643		
Lake	25	3,136,450	91	54	103,688	177,387	Marion	4	400,679	6	6		24,225		
Lawrence	18	2,052,214	53	49	122,000	255,100	Marshall	10	657,868	20	18	2	33,875		
Lincoln	26	2,796,611	40	38	2	123,246	Maury	15	3,852,554	234	227	7	114,638		
Lyman	25	1,301,289	22	22	37,168	103,671	Meigs								
McCook	33	2,827,270	68	53	67,556	113,187	Monroe	12	704,147	30	30		42,097		
McPherson	37	2,386,300	38	33	42,220	66,770	Montgomery	55	13,328,355	1,095	810	285	523,347		
Marshall	60	2,411,153	87	56	82,050	206,245	Moore	2	(x)	(x)	(x)	(x)	(x)		
Meade	13	1,125,885	17	17	49,252	60,885	Morgan	2	(x)	(x)	(x)	(x)	(x)		
Melletta	3	116,370	2	2	9,487	2,555	Morgan	22	3,415,488	159	114	45	62,942		
Miner	39	2,667,889	39	39	44,503	142,906	Overton	5	810,379	21	18	3	37,117		
Minnehaha	128	40,962,540	1,255	1,078	177	2,204,294	Perry	5	61,600	6	6		1,900		
Moody	18	1,363,071	20	20	28,761	116,273	Pickett								
Pennington	50	4,438,808	136	124	265,752	749,433	Polk	2	(x)	(x)	(x)	(x)	(x)		
Perkins	14	3,313,122	46	30	55,863	229,965	Putnam	19	2,071,089	68	63	5	67,452		
Potter	30	2,640,014	37	35	2	75,055	Rhea	6	802,833	67	63	4	62,565		
Roberts	66	3,884,011	77	75	2	90,994	Roane	11	1,596,176	35	31	4	60,636		
Sanborn	20	1,763,471	47	37	10	60,904	Robertson	36	8,253,292	703	584	119	274,630		
Shannon						167,013	Rutherford	24	3,048,919	100	87	13	128,893		
Spink	66	4,068,761	97	97	112,603	357,331	Scott	4	378,113	13	13		22,572		
Stanley	2	(x)	(x)	(x)	(x)	(x)	Sequatchie	1	(x)	(x)	(x)	(x)	(x)		
Sully	15	1,499,125	12	12	30,516	111,080	Sevier	12	279,407	6	6		9,102		
Todd	1	(x)	(x)	(x)	(x)	(x)	Shelby	686	656,083,855	9,521	8,174	1,347	17,189,455		
Tripp	42	4,997,471	69	68	1	142,882	Smith	13	1,393,979	20	19	1	13,067		
Turner	35	3,082,840	49	42	7	84,285	Stewart								
Union	22	2,222,806	25	24	1	30,994	Sullivan	27	6,558,965	214	192	22	446,242		
Walworth	32	3,649,219	57	54	3	108,743	Sumner	6	960,450	31	29	2	53,913		
Washabaw						229,570	Tipton	6	1,990,362	22	22		40,202		
Washington						194,188	Trousdale	4	945,702	47	47		16,362		
Yankton	32	4,618,735	203	131	72	194,188	Unicoi								
Ziebach	6	293,338	7	7		14,326	Union								
TENNESSEE							TEXAS								
Total	2,256	1,068,980,661	22,485	19,310	3,169	35,123,717	68,735,499	Total	9,606	2,804,517,879	58,987	50,484	6,503	86,284,461	238,858,988
Wholesalers only	967	558,473,733	14,191	12,157	2,034	23,117,678	48,430,446	Wholesalers only	3,055	1,476,864,776	33,910	28,976	4,934	54,447,134	170,279,123
Other wholesale establishments	1,289	510,506,928	8,294	7,153	1,135	12,006,139	20,305,053	Other wholesale establishments	6,551	1,327,653,103	25,077	21,508	3,569	41,837,327	62,579,865
Anderson	1	(x)	(x)	(x)	(x)	(x)	(x)	Anderson	26	3,406,732	85	77	8	142,526	247,009
Bedford	30	2,422,274	60	56	4	85,032	161,700	Andrews	21	2,425,337	153	127	26	105,634	204,745
Benton	5	323,260	14	14		7,660	6,200	Angelina	7	200,815	32	31	1	24,898	9,450
Bledsoe								Aransas	12	630,906	24	22	2	54,074	72,018
Blount	8	898,409	18	17	1	39,920	55,275	Archester	12	1,249,831	21	21		36,995	38,027
Bradley	15	1,236,012	42	42		77,633	170,287	Armstrong	28	925,291	60	43	7	43,997	47,217
Campbell	8	1,953,166	75	65	10	102,625	301,465	Astrosco	31	1,052,872	32	30	2	60,558	46,271
Cannon	1	(x)	(x)	(x)	(x)	(x)	(x)	Bailey	1	1,085,492	23	23		41,399	59,232
Carroll	27	3,795,338	60	60	1	63,276	176,642	Baldern	17	1,212,119	33	30	3	73,843	88,744
Carter	3	369,000	16	15	1	23,030	21,500	Bayless	15	654,389	17	17		36,118	30,200
Cheatnam	2	(x)	(x)	(x)	(x)	(x)	(x)	Bee	28	1,918,181	60	59	1	109,087	82,787
Chester	11	679,302	16	16		15,447	97,337	Bell	98	13,160,266	236	227	9	377,480	430,100
Claborn	13	1,103,914	44	44		62,698	301,180	Bexar	344	133,886,183	4,717	4,024	693	7,445,553	12,047,286
Clay	1	(x)	(x)	(x)	(x)	(x)	(x)	Blanco	2	(x)	(x)	(x)	(x)	(x)	(x)
Cocke	8	857,671	18	16	2	20,754	102,612	Borden							
Cohee	24	1,548,933	82	80	2	94,914	189,421	Bosque	34	912,279	60	60		62,292	38,658
Coffee	5	856,322	31	31		27,601	25,136	Bowie	31	5,920,024	215	194	21	342,653	397,693
Crockett	3	381,472	7	6	2	12,616	46,134	Brazoria	31	701,486	46	43	3	82,421	36,102
Cumberland	235	139,744,193	3,353	2,827	526	5,954,268	11,160,046	Brazos	8	2,683,687	80	76	4	125,769	374,846
Decatur	4	293,846	12	12		10,439	3,976	Brewster	5	1,882,382	45	41	4	177,591	288,335
De Kalb	5	129,000	1	1		300	1,000	Briscoe	17	1,420,418	59	56	3	47,325	32,080
Dickson	17	791,362	28	25	3	52,602	80,600	Brooks	5	181,402	6	6		25,177	6,072
Dyer	42	9,694,276	198	194	4	128,724	253,289	Brown	46	15,905,006	349	323	26	492,139	1,940,362
Fayette	6	533,168	11	10	1	19,471	74,756	Burleson	8	318,694	15	15		31,769	72,678
Fentress	1	(x)	(x)	(x)	(x)	(x)	(x)	Burnet	19	492,910	28	26	2	44,737	48,857
Franklin	15	860,281	24	22	2	22,560	255,623	Calhoun	36	7,001,531	114	113	1	258,370	679,486
Gibson	94	10,419,703	485	394	91	299,740	197,120	Calloway	17	596,974	114	112	2	49,107	14,972
Giles	24	2,325,226	65	58	7	97,996	173,478	Callahan	27	944,214	46	45	1	79,310	166,675
Grainger	2	(x)	(x)	(x)	(x)	(x)	(x)	Cameron	149	20,340,421	1,056	987	119	1,243,885	1,273,927
Greene	11	1,884,228	83	83		55,151	61,873	Camp	15	2,588,486	49	49		51,077	167,187
Grundy	1	(x)	(x)	(x)	(x)	(x)	(x)								
Hamblen	19	3,012,531	106	94	12	188,7									

GENERAL ANALYSIS

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		
TEXAS—Con.															
		Dollars				Dollars	Dollars	TEXAS—Con.		Dollars			Dollars	Dollars	
Carson	28	4,297,152	69	69		128,187	159,833	Kaufman	85	8,296,675	136	133	3	109,240	366,729
Cass	14	1,267,454	43	39	4	74,758	161,280	Kendall	11	239,285	18	18		87,930	14,255
Castro	15	2,778,159	33	32	1	51,462	44,414	Kensdy							
Chambers	8	292,029	27	27		24,838	34,686	Kent	9	513,351	41	38	3	30,811	14,333
Cherokee	52	7,222,833	770	271	505	362,386	328,996	Kerr	9	2,876,356	23	23		47,880	53,637
Childress	35	2,890,764	84	78	6	132,222	170,064	Kimble	4	387,712	5	5		5,428	7,929
Clay	20	636,148	18	17	1	30,265	84,081	King	1	(x)	(x)	(x)	(x)	(x)	(x)
Cochran	4	68,125	4	4		10,344	4,985	Kinney							
Coke	4	122,948	7	7		17,242	6,408	Kleberg	7	1,070,823	10	10		35,087	35,859
Coleman	42	2,863,937	153	116	37	163,971	357,413	Knox	27	1,582,703	37	36	1	76,079	36,536
Collin	110	10,663,001	194	186	8	257,584	881,274	Lamar	85	6,311,263	358	325	33	510,900	951,721
Collingsworth	38	3,653,225	81	31		67,690	55,221	Lamb	38	3,891,091	55	53	2	95,668	132,504
Colorado	35	1,281,517	90	83	7	135,824	200,010	Lampasas	17	2,508,494	55	47	8	100,840	25,833
Comal	15	1,158,866	28	26	2	51,528	60,517	La Salle	14	523,707	18	18		33,384	60,785
Comanche	37	2,114,562	62	50	12	68,792	71,315	Lavaca	45	1,135,237	75	59	16	88,430	48,293
Concho	18	1,146,356	12	12		35,699	13,095	Lee	23	1,552,608	30	37	2	49,793	118,108
Cooke	73	4,867,343	99	93	6	162,111	291,222	Leon	45	3,717,394	34	33	1	39,147	50,682
Correll	57	2,966,807	92	80	12	30,363	210,075	Liberty	18	836,772	38	35	3	108,340	48,480
Cottle	30	2,460,246	22	22		36,351	120,013	Limestone	57	5,405,314	130	128	4	249,775	655,312
Crane	1	(x)	(x)	(x)		(x)	(x)	Lipscomb	29	3,427,982	61	59	2	85,141	111,408
Crockett	2	(x)	(x)	(x)		(x)	(x)	Llano	12	202,551	10	19		87,923	20,511
Crosby	55	2,772,372	186	154	2	130,319	113,571	Llano	11	1,231,593	19	19		71,778	79,511
Culberson	1	(x)	(x)	(x)		(x)	(x)	Loving							
Dallam	18	1,984,130	45	44	1	119,010	240,339	Lubbock	98	27,491,977	531	406	125	798,412	1,391,800
Dallas	866	735,816,445	12,799	10,521	2,278	24,618,115	55,335,070	Lynn	38	2,353,273	35	34	1	63,743	284,852
Dawson	39	3,122,669	66	63	2	121,177	84,982	McCulloch	23	2,591,765	55	52	3	118,452	131,800
Deaf Smith	14	2,001,192	20	28	1	70,483	37,143	McLennan	180	74,372,833	1,074	1,840	328	2,734,514	4,751,203
Delta	45	3,983,740	19	18	1	38,379	67,870	McMullen	1	(x)	(x)	(x)	(x)	(x)	(x)
Denton	30	2,129,472	81	79	2	167,573	185,617	Madison	27	838,278	21	21		25,495	30,302
DeWitt	38	5,342,380	178	142	36	227,425	239,249	Marion	27	776,522	20	24	2	54,734	76,369
Dickens	21	1,790,717	27	27		58,694	137,824	Martin	9	226,428	11	11		22,944	17,715
Dimmit	17	1,085,232	36	34	2	51,865	21,814	Mason	13	584,240	14	14		7,170	1,573
Donley	35	3,104,547	72	69	3	70,864	39,511	Matagorda	27	1,056,743	91	88	3	114,411	92,084
Duval	7	238,299	15	14	1	29,646	23,793	Maverick	9	933,422	40	34	6	52,063	87,448
Eastland	64	4,858,636	170	168	2	354,126	692,303	Medina	22	804,371	46	44	2	71,320	92,108
Ector	11	497,087	20	20		42,212	102,414	Menard	10	1,095,907	14	13	1	56,708	62,600
Edwards	2	(x)	(x)	(x)		(x)	(x)	Midland	11	700,012	25	25		70,802	46,775
Ellis	125	11,095,300	98	95	3	229,918	249,624	Millam	34	5,536,288	85	83	2	107,680	293,591
El Paso	230	75,413,227	2,140	1,862	278	3,606,607	7,255,182	Mills	31	2,043,688	37	37		38,808	24,837
Eral	41	2,525,810	112	110	2	112,400	132,704	Mitchell	29	2,636,503	34	32	2	81,883	76,408
Falls	54	6,503,042	72	71	1	118,242	133,008	Montague	32	2,038,203	65	56	9	124,103	313,538
Fannin	36	1,349,436	52	51	1	108,059	85,988	Montgomery	15	279,395	30	29	1	41,258	17,818
Fayette	82	4,035,337	194	188	6	176,940	354,181	Mooro							
Fisher	10	1,140,796	26	25	1	42,939	13,699	Morris	9	444,139	8	8		20,031	9,568
Floyd	49	4,777,542	107	107		138,263	281,945	Motley	18	1,034,591	15	14	1	37,250	23,802
Foard	23	1,449,066	20	18	2	41,324	84,676	Nacogdoches	27	4,443,741	94	92	2	176,603	436,553
Fort Bend	29	1,290,612	51	46	5	105,367	193,272	Navarro	138	14,094,698	207	197	10	376,209	646,086
Franklin	15	537,842	9	8	1	16,744	10,002	Newton	3	93,920	4	4		12,725	3,970
Freestone	26	1,509,749	33	33		45,573	59,179	Nolan	30	12,837,444	154	143	11	279,309	2,035,109
Frio	9	198,104	13	13		30,843	15,509	Nueces	70	12,394,788	486	442	44	625,095	1,037,612
Gaines	6	294,099	11	11		40,015	12,232	Ochiltree	22	4,593,558	43	41	2	107,230	64,686
Galveston	110	115,676,891	1,053	868	185	1,737,889	9,133,000	Oldham	20	2,179,822	39	39		60,447	63,141
Garza	24	756,593	25	25	1	43,050	30,663	Orange	13	2,323,077	76	70	6	153,759	385,104
Gillespie	11	828,098	25	25		67,992	66,799	Palo Pinto	22	669,042	30	29	1	68,096	33,116
Glasscock								Panola	58	1,654,838	108	107	1	67,773	95,839
Goliad	14	627,284	17	17		37,340	23,834	Parker	34	3,695,086	452	297	155	171,145	277,300
Gonzales	20	2,587,234	86	80		150,028	232,009	Parmer	30	2,365,595	52	50	2	71,452	82,341
Gray	66	10,948,717	240	236	4	428,137	1,725,267	Pecos	10	539,224	37	35	2	40,088	56,991
Grayson	77	11,292,147	788	496	292	682,266	1,139,930	Polk	10	397,085	13	13		26,052	25,479
Gregg	19	10,274,203	56	55	1	123,638	124,404	Potter	111	61,067,202	1,292	1,129	168	2,238,505	5,641,524
Grimes	15	935,870	29	28	1	68,828	87,669	Presidio	7	661,541	16	16		37,877	43,045
Guadalupe	14	1,057,084	55	47	8	75,600	122,161	Rains	13	477,801	10	10		10,409	30,738
Hale	68	10,476,865	179	166	13	337,104	672,227	Randall	9	456,454	12	12		20,441	19,195
Hall	43	5,296,150	122	121	1	172,150	193,458	Reagan	7	877,174	14	14		32,125	157,015
Hamilton	40	1,700,370	71	68	3	101,053	52,373	Real	4	174,672	10	10		19,554	9,613
Hansford	30	3,901,443	76	75	1	164,824	197,593	Red River	38	1,899,733	57	56	1	84,883	140,394
Hardeman	38	3,542,178	81	77	4	125,657	395,598	Reeves	14	1,210,831	48	46		60,655	164,652
Hardin	10	750,060	25	23	2	58,995	87,972	Refugio	19	1,099,707	51	51		71,722	178,162
Harris	537	520,300,076	7,540	6,490	1,050	18,889,700	73,249,898	Roberts	8	235,574	15	15		20,705	9,341
Harrison	22	2,447,064	83	77	6	170,355	309,656	Robertson	21	2,200,537	39	36	3	69,100	124,134
Hartley	5	818,273	15	15		29,301	28,634	Rockwall	22	1,682,251	9	9		22,413	11,203
Haskell	44	2,617,429	40	38	2	78,023	115,467	Runnels	54	5,180,645	91	88	3	205,315	155,697
Hays	19	2,335,703	53	51	2	100,087	188,156	Rusk	48	3,218,494	28	28		49,019	63,737
Hemphill	18	2,785,448	24	24		58,309	28,593	Sabine	14	695,464	15	15		28,556	53,707

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		
TEXAS—Con.							VIRGINIA								
		Dollars				Dollars	Dollars		Dollars				Dollars	Dollars	
Titus.....	11	1,270,240	33	33		61,235	74,416								
Tom Green.....	38	8,763,078	261	237	24	504,300	1,093,238								
Travis.....	30	26,344,485	705	636	70	1,210,122	3,015,602								
Trinity.....	9	610,737	22	21	1	60,854	76,886								
Tyler.....	6	235,405	8	7	1	24,807	12,004								
Upshur.....	9	801,678	15	14	1	36,459	47,882								
Upton.....	25	3,588,607	123	122	1	208,280	857,728								
Val Verde.....	19	2,617,873	59	52	7	86,325	260,957								
Val Verde.....	18	4,933,866	44	43	1	112,179	186,954								
Van Zandt.....	07	3,201,755	36	36		71,507	93,932								
Victoria.....	41	4,270,458	110	109	7	184,045	296,151								
Walker.....	17	957,837	42	39	3	73,804	163,842								
Waller.....	12	196,457	14	14		22,329	9,409								
Ward.....	23	3,390,622	81	79	2	187,744	307,905								
Washington.....	48	3,219,558	125	120	5	176,577	303,558								
Webb.....	48	30,093,801	412	376	36	600,958	801,400								
Wharton.....	39	2,401,632	65	61	7	170,234	273,872								
Wheeler.....	17	1,332,274	55	53	2	103,933	46,374								
Wichita.....	145	27,156,016	898	816	82	1,691,201	4,266,451								
Willbarger.....	28	4,256,682	118	110	8	213,113	412,486								
Willacy.....	10	604,212	24	23	1	48,307	30,837								
Williamson.....	65	9,773,871	164	153	11	257,245	356,013								
Wilson.....	27	904,311	65	64	1	59,630	107,259								
Winkler.....	10	1,113,876	33	33		64,540	301,800								
Wise.....	30	1,252,399	30	29	1	74,086	60,607								
Wood.....	27	2,091,709	43	39	4	77,063	146,055								
Yoakum.....															
Young.....	29	2,613,345	71	71		178,823	403,143								
Zapata.....															
Zavala.....	15	1,562,893	79	79		98,343	61,083								
UTAH															
Total.....	736	180,101,474	5,737	4,950	787	9,711,667	17,696,593								
Wholesalers only.....	309	96,591,507	3,867	3,301	566	6,090,118	13,683,804								
Other wholesale establishments.....	427	83,509,967	1,870	1,649	221	3,621,549	4,012,729								
Beaver.....	4	92,398	13	13		24,252	7,107								
Box Elder.....	47	1,428,674	57	54	3	69,654	155,531								
Cache.....	39	2,192,290	40	36	4	74,287	239,188								
Carbon.....	17	1,371,689	52	47	5	100,570	253,728								
Daggett.....															
Davis.....	7	513,578	50	48	2	17,285	28,579								
Duchesne.....	3	99,576	1	1		3,620	7,704								
Emery.....	1	(x)	(x)	(x)	(x)	(x)	(x)								
Garfield.....															
Grand.....	1	(x)	(x)	(x)	(x)	(x)	(x)								
Iron.....	7	772,971	24	21	3	48,977	69,886								
Juab.....	17	846,999	28	24	4	42,580	57,548								
Kane.....	1	(x)	(x)	(x)	(x)	(x)	(x)								
Millard.....	9	177,050	7	7		8,628	9,670								
Morgan.....	6	124,763	7	6	1	12,691	32,014								
Plute.....	5	109,933	5	5		7,264	12,814								
Rich.....	1	(x)	(x)	(x)	(x)	(x)	(x)								
Salt Lake.....	353	133,566,205	4,610	3,957	653	7,810,703	13,385,705								
San Juan.....															
Sanpete.....	9	101,122	7	7		13,854	12,130								
Sevier.....	9	327,307	18	17	1	31,089	40,699								
Summit.....	4	183,505	4	4		11,904	10,743								
Tooele.....	6	395,880	28	27	1	36,035	21,491								
Uintah.....	2	(x)	(x)	(x)	(x)	(x)	(x)								
Utah.....	48	2,385,414	78	66	12	114,221	196,754								
Wasatch.....	8	156,808	3	3		5,540	4,500								
Washington.....															
Wayne.....															
Weber.....	132	34,878,205	098	600	98	1,244,190	3,124,504								
VERMONT															
Total.....	308	57,392,926	1,933	1,645	288	2,890,256	5,432,287								
Wholesalers only.....	133	36,520,348	1,368	1,130	238	2,034,275	4,121,976								
Other wholesale establishments.....	175	20,872,578	565	515	50	864,081	1,310,311								
Addison.....	4	416,796	9	8	1	22,107	35,099								
Bennington.....	12	906,794	29	28		42,541	49,190								
Caledonia.....	26	4,883,250	108	145	23	235,451	569,148								
Chittenden.....	47	16,502,158	627	549	78	1,047,706	2,015,478								
Essex.....	3	56,400	6	5		4,500	850								
Franklin.....	22	(x)	(x)	(x)	(x)	(x)	(x)								
Grand Isle.....	2	(x)	(x)	(x)	(x)	(x)	(x)								
Lamolle.....	5	512,814	17	14	3	24,789	22,519								
Orange.....	25	732,660	24	24		36,953	63,407								
Orleans.....	32	2,071,387	68	58	15	85,006	154,777								
Rutland.....	45	7,223,133	201	245	40	423,667	857,511								
Washington.....	39	9,727,178	184	161	23	270,617	531,631								
Windham.....	14	7,006,780	191	144	47	315,594	454,908								
Windsor.....	32	5,176,442	281	219	42	302,909	549,276								
Wholesalers only.....	1,170	280,714,004	13,509	10,939	2,570	18,402,490	39,587,583								
Other wholesale establishments.....	1,168	375,593,689	9,230	7,239	1,991	11,869,078	39,746,371								
Accomac.....	159	8,269,507	446	392	54	310,747	144,521								
Albemarle.....	5	398,533	21	20	1	17,300	8,579								
Charlottesville.....															
City.....	28	5,592,258	158	149	9	225,487	458,692								
Alleghany.....	3	2,014,430	41	39	2	84,302	120,581								
Clifton Forge city.....	3	580,800	10	10	1	47,568	95,580								
Amelia.....	5	76,364	8	8		3,865	3,056								
Amherst.....	2	(x)	(x)	(x)	(x)	(x)	(x)								
Appomattox.....	10	6,325,908	242	230	12	389,051	266,492								
Arlington.....	16	3,473,758	147	131	16	230,474	302,787								
Alexandria city.....	18	1,375,130	54	53	1	73,253	123,680								
Augusta.....	25	5,375,719	154	141	13	250,400	523,290								
Staunton city.....	5	113,460	9	9		18,701	7,013								
Bath.....	14	1,058,200	77	60	17	51,830	133,793								
Bedford.....	1	(x)	(x)	(x)	(x)	(x)	(x)								
Bland.....	5	142,980	14	14		9,387	5,127								
Botetourt.....	11	352,451	11	11		12,930	11,782								
Brunswick.....	4	(x)	(x)	(x)	(x)	(x)	(x)								
Buchanan.....	4	218,110	31	28	3	16,723	17,702								

GENERAL ANALYSIS

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			
VIRGINIA—Con.															
		Dollars				Dollars	Dollars					Dollars	Dollars		
Northumberland	10	247,538	53	53	---	31,295	16,981	WEST VIRGINIA							
Nottoway	13	1,583,129	45	44	1	47,208	71,112	Total.....							
Orange	6	1,062,194	21	19	2	30,792	100,078	1,132	346,888,887	10,339	9,114	1,325	19,302,996	29,589,478	
Patrick	12	624,601	23	22	1	27,606	130,265	Wholesalers only	626	181,817,065	7,109	6,301	808	13,345,457	22,994,715
Pittsylvania	7	124,881	20	20	0	9,417	10,650	Other wholesale establishments	500	165,021,822	3,170	2,813	357	5,957,639	6,544,763
Danville city	68	35,912,044	1,833	1,057	776	1,230,854	8,675,311	Barbour	21	789,789	58	53	5	59,264	248,157
Powhatan	1	(x)	(x)	(x)	(x)	(x)	(x)	Berkley	22	4,337,227	79	09	10	163,632	128,220
Prince Edward	11	1,743,431	137	115	22	96,955	241,304	Boone	5	875,015	37	34	3	60,271	71,668
Prince George	2	(x)	(x)	(x)	(x)	(x)	(x)	Braxton	5	451,729	15	14	1	35,074	42,939
Hopewell city	10	1,880,428	30	38	1	57,614	117,063	Brooke	7	724,064	13	13	1	18,398	36,371
Princess Anna	5	122,817	6	6	---	11,801	6,091	Cabell	186	50,061,071	1,580	1,374	206	3,094,440	3,900,050
Prince William	8	361,121	17	17	---	26,781	15,807	Calhoun	1	(x)	(x)	(x)	(x)	(x)	(x)
Pulaski	15	1,202,313	45	40	5	71,770	355,210	Clay	1	(x)	(x)	(x)	(x)	(x)	(x)
Rappahannock	2	(x)	(x)	(x)	(x)	(x)	(x)	Doddridge	1	(x)	(x)	(x)	(x)	(x)	(x)
Richmond	3	244,000	8	7	1	13,600	8,000	Fayette	14	9,489,444	63	70	17	271,681	336,498
Roanoke	4	852,043	25	25	---	33,931	32,214	Gilmer	---	---	---	---	---	---	---
Roanoke city	128	38,661,944	1,333	1,121	212	1,994,890	3,387,007	Grant	4	129,253	6	6	---	8,141	7,249
Rockbridge	20	1,208,072	44	39	5	56,186	148,967	Greenbrier	8	1,344,699	34	33	1	62,080	202,714
Buena Vista city	2	(x)	(x)	(x)	(x)	(x)	(x)	Hampshire	3	422,497	13	13	---	24,935	36,026
Rockingham	18	1,713,062	54	47	7	48,204	123,779	Hancock	7	1,104,314	38	35	3	54,083	76,486
Harrisonburg city	21	6,629,621	178	125	53	198,413	302,773	Hardy	3	84,599	7	7	---	10,485	8,351
Russell	10	834,715	31	31	---	8,344	14,789	Harrison	82	28,597,366	866	707	90	1,635,483	2,634,198
Scott	0	413,684	13	13	---	21,453	32,534	Jackson	10	1,640,012	43	38	5	50,939	190,683
Shenandoah	41	2,247,605	82	72	10	63,302	126,912	Jefferson	22	1,457,977	68	62	6	88,792	97,000
Smyth	13	1,147,986	27	23	4	35,961	135,504	Kanawha	141	77,929,492	2,848	2,104	244	4,614,290	5,626,181
Southampton	13	701,583	24	23	1	36,946	118,278	Lewis	9	1,378,257	47	44	3	76,686	136,140
Spotsylvania	2	(x)	(x)	(x)	(x)	(x)	(x)	Lincoln	5	179,393	4	4	---	2,647	12,321
Fredericksburg city	11	2,534,040	82	73	9	121,702	295,570	Logan	19	4,287,757	131	124	7	255,562	491,833
Stafford	3	48,532	5	5	---	7,103	32,214	McDowell	21	5,960,798	150	142	8	230,668	460,353
Surry	3	440,550	18	17	1	27,006	39,469	Marion	37	8,092,870	250	231	19	428,512	794,710
Sussex	10	1,416,041	73	68	5	115,725	180,620	Marshall	15	2,331,261	63	55	8	97,063	309,269
Tazewell	6	444,766	14	14	---	17,445	34,364	Mason	8	713,588	25	20	5	40,639	50,629
Warren	10	575,881	22	21	1	21,719	139,981	Mercer	50	20,198,627	685	520	65	1,233,316	1,864,341
Warwick	7	(x)	(x)	(x)	(x)	(x)	(x)	Mineral	6	867,627	19	18	1	24,407	6,479
Newport News city	40	6,184,590	270	237	33	371,223	485,547	Mingo	15	6,003,758	178	166	12	371,282	774,849
Washington	9	1,440,832	55	51	4	60,984	108,174	Monongalia	19	4,536,416	166	151	15	326,470	521,776
Bristol city	34	3,229,748	401	326	75	529,149	1,214,761	Monroe	20	1,815,058	38	37	1	33,676	134,401
Westmoreland	9	390,545	11	11	---	14,501	25,681	Morgan	2	(x)	(x)	(x)	(x)	(x)	(x)
Wise	9	3,901,602	185	166	19	327,181	814,649	Nicholas	3	155,555	6	6	---	11,200	11,437
Wythe	9	736,770	29	29	---	36,048	84,373	Ohio	127	72,792,882	1,024	1,568	866	3,634,363	6,232,898
York	10	298,051	20	19	1	23,292	1,000	Pendleton	---	---	---	---	---	---	---
WASHINGTON															
Total	2,631	1,147,135,953	30,391	24,860	5,531	51,100,990	79,573,327	Plasants	0	1,088,797	123	117	6	149,660	37,622
Wholesalers only	1,370	482,531,900	15,637	12,080	2,957	29,367,054	55,176,033	Pocahontas	40	1,357,744	81	75	6	43,664	141,904
Other wholesale establishments	1,261	664,604,053	14,754	12,170	2,574	21,733,936	24,397,294	Preston	20	1,266,456	33	33	---	43,832	105,218
Adams	32	44,957,357	89	88	1	106,368	208,984	Putnam	6	477,751	6	6	---	11,400	4,260
Asotin	2	(x)	(x)	(x)	(x)	(x)	(x)	Raleigh	12	2,942,940	94	90	4	171,621	290,800
Benton	13	1,026,883	31	28	3	42,246	103,445	Randolph	20	1,898,979	98	88	10	138,515	383,669
Chelan	61	28,627,210	901	824	77	1,613,155	1,646,813	Ritchie	21	1,453,074	39	35	4	46,297	40,164
Clallam	16	1,235,124	69	63	6	107,991	140,651	Roane	9	672,831	18	16	2	23,908	58,300
Clark	22	1,956,140	77	62	15	123,972	183,155	Summers	18	3,411,633	92	83	9	144,154	257,051
Columbia	6	929,018	9	9	---	8,955	3,511	Taylor	15	2,516,830	70	64	6	143,074	146,731
Cowlitz	20	2,491,755	80	73	7	124,647	157,744	Tucker	4	101,333	7	7	---	9,362	3,327
Douglas	16	45,735,971	73	60	13	50,932	50,789	Tyler	8	369,840	13	12	1	15,744	37,193
Ferry	---	---	---	---	---	---	---	Uprsur	4	787,317	26	24	2	35,425	75,566
Franklin	10	1,697,752	70	66	4	38,751	39,461	Wayne	6	1,817,724	37	35	2	52,818	136,140
Garfield	8	1,204,012	19	19	---	24,332	32,157	Webster	3	149,093	3	3	---	4,512	6,795
Grant	22	28,800,532	48	48	---	61,110	108,179	Wetzel	19	1,543,004	72	69	3	116,551	274,458
Grays Harbor	62	18,465,647	477	413	64	757,395	1,136,845	Wirt	1	(x)	(x)	(x)	(x)	(x)	(x)
Island	5	604,342	23	14	9	20,857	20,121	Wood	65	14,484,196	602	533	69	1,063,149	1,864,097
Jefferson	1	(x)	(x)	(x)	(x)	(x)	(x)	Wyoming	0	1,240,265	33	32	1	56,794	152,118
King	1,248	577,257,646	15,248	12,492	2,756	30,035,999	48,348,104	WISCONSIN							
Kitsap	17	1,260,645	90	75	15	114,805	64,433	Total	3,515	979,275,739	31,231	25,589	5,842	61,075,489	109,974,750
Kittitas	20	2,563,487	96	90	6	125,954	91,985	Wholesalers only	1,663	528,950,126	10,458	16,368	3,090	34,314,045	83,080,363
Klickitat	11	712,820	18	18	---	25,843	17,576	Other wholesale establishments	1,857	450,325,613	11,773	9,021	2,752	16,761,444	26,938,417
Lewis	28	5,231,631	207	168	39	301,750	256,040	Adams	8	1,416,773	9	9	---	12,808	11,621
Lincoln	68	25,915,138	166	163	3	193,327	347,814	Ashland	26	5,585,175	256	231	25	348,505	837,810
Mason	3	135,658	9	9	---	15,658	18,382	Barron	47	2,199,167	79	77	2	111,125	192,070
Manogan	23	9,717,065	243	148	95	245,243	187,304	Bayfield	12	436,738	27	25	2	41,330	50,379
Okanogan	3	737,848	49	34	15	46,741	127,801	Brown	98	39,824,120	1,251	1,076	175	2,080,933	5,080,415
Pacific	4	144,677	8	8	---	17,042	17,042	Buffalo	15	1,250,420	28	27	1	84,217	55,406
Pend Oreille	4	144,677	8	8	---	17,042	17,042	Burnett	16	248,079	18	18	---	10,613	32,594
Pierce	169	57,414,271	2,742	2,299	443	4,084,474	6,191,793	Calumet	14	1,661,795	36	34	2	48,079	149,065
San Juan	4	47,491	10	10	---	19,345	5,868	Chippewa	50	3,518,471	197	162	35	285,964	440,434
Skagit	33	2,348,056	109	82	27	162,208	126,381	Clark	46	3,556,140					

