

Table 14. Wholesale Sales and Percent of Total Sales by Value of Sales: 1970 and 1959

	All establishments						Value of wholesale sales for establishments with sales of—								
	Wholesale and retail sales (dollars)		Wholesale sales (dollars)		Retail sales (dollars)		\$2,000 to \$9,999				\$10,000 to \$24,999				
	1970	1959	1970	1959	1970	1959	Dollars		Percent of total sales		Dollars		Percent of total sales		
						1970	1959	1970	1959	1970	1959	1970	1959	1970	1959
United States.....	960,918,447	584,751,415	781,036,860	435,052,807	179,881,587	149,698,608	11,312,339	19,839,831	1.2	3.4	29,288,257	43,035,789	3.0	7.4	
The Northeast.....	225,917,610	155,240,802	182,058,945	114,975,579	43,858,665	40,265,223	2,687,972	5,692,005	1.2	3.7	7,363,087	13,922,877	3.3	9.0	
The North Central.....	229,254,459	160,219,195	163,722,948	108,114,416	65,531,511	52,104,779	2,425,230	5,026,803	1.1	3.1	7,166,389	10,630,246	3.1	6.6	
The South.....	219,574,692	138,060,789	180,977,492	102,558,131	38,597,200	35,502,658	3,074,544	4,938,123	1.4	3.6	6,724,212	8,871,063	3.1	6.4	
The West.....	286,171,686	131,230,629	254,277,475	109,404,681	31,894,211	21,825,948	3,124,593	4,182,900	1.1	3.2	8,034,569	9,611,603	2.8	7.3	
Geographic Divisions:															
New England.....	49,581,921	35,833,874	36,853,431	24,596,164	12,728,490	11,237,710	689,908	1,201,868	1.4	3.4	1,406,433	3,025,370	2.8	8.4	
Middle Atlantic.....	176,335,689	119,406,928	145,205,514	90,379,415	31,130,175	29,027,513	1,998,064	4,490,137	1.1	3.8	5,956,654	10,897,507	3.4	9.1	
East North Central.....	174,596,876	123,424,951	133,031,117	90,046,860	41,565,759	33,378,091	1,895,143	4,185,008	1.1	3.4	6,034,462	8,897,950	3.5	7.2	
West North Central.....	54,657,583	36,794,244	30,691,831	18,067,556	23,965,752	18,726,688	530,087	841,753	1.0	2.3	1,131,927	1,732,296	2.1	4.7	
South Atlantic.....	145,055,115	87,224,622	121,941,622	66,784,883	23,113,493	20,439,739	1,809,123	2,726,430	1.2	3.1	4,007,046	5,541,379	2.8	6.4	
East South Central.....	37,979,508	23,745,191	32,041,735	17,672,947	5,937,773	6,072,244	622,507	752,271	1.6	3.2	1,161,446	1,278,559	3.1	5.4	
West South Central.....	36,540,069	27,090,976	26,994,135	18,100,301	9,545,934	8,990,675	642,914	1,459,422	1.8	5.4	1,555,720	2,051,125	4.2	7.6	
Mountain.....	32,681,632	17,544,502	27,709,860	12,674,111	4,971,772	4,970,391	684,867	316,434	2.1	1.8	1,136,426	1,198,791	3.5	6.8	
Pacific.....	253,490,054	113,686,127	226,567,615	96,730,570	26,922,439	16,955,557	2,439,726	3,866,466	1.0	3.4	6,898,143	8,412,812	2.7	7.4	
New England:															
Maine.....	1,321,581	1,782,228	567,061	730,469	754,520	1,051,759	40,239	77,188	3.0	4.3	45,906	186,898	3.5	10.5	
New Hampshire.....	2,367,528	1,904,693	1,526,660	1,248,018	840,868	656,675	33,802	67,676	1.4	3.6	45,091	96,680	1.9	5.1	
Vermont.....	434,665	547,433	57,871	105,616	376,794	441,817	18,034	8,630	4.1	1.6	26,525	32,613	6.1	6.0	
Massachusetts.....	20,731,762	16,771,847	15,206,041	11,816,905	5,525,721	4,954,942	372,052	618,053	1.8	3.7	885,345	1,871,386	4.3	11.2	
Rhode Island.....	3,642,730	2,906,162	3,059,899	2,249,793	582,831	656,369	30,313	126,033	0.8	4.3	49,812	250,975	1.4	8.6	
Connecticut.....	21,083,655	11,921,511	16,435,899	8,445,363	4,647,756	3,476,148	195,468	304,288	0.9	2.6	353,754	586,818	1.7	4.9	
Middle Atlantic:															
New York.....	44,097,709	40,735,042	33,122,828	29,040,499	10,974,881	11,694,543	794,556	1,461,035	1.8	3.6	1,878,766	3,253,613	4.3	8.0	
New Jersey.....	29,863,042	24,170,063	24,168,390	18,023,567	5,694,652	6,146,496	414,377	1,082,018	1.4	4.5	1,286,993	2,174,291	4.3	9.0	
Pennsylvania.....	102,374,938	54,501,823	87,914,296	43,315,349	14,460,642	11,186,474	789,131	1,947,084	0.8	3.6	2,790,895	5,469,603	2.7	10.0	
East North Central:															
Ohio.....	68,155,822	48,719,653	53,426,968	39,111,622	14,728,854	9,608,031	571,103	1,395,146	0.8	2.9	1,953,371	3,823,560	2.9	7.8	
Indiana.....	19,187,660	14,108,904	15,527,034	9,956,551	3,660,826	4,152,353	268,558	520,783	1.4	3.7	730,104	1,127,038	3.8	8.0	
Illinois.....	37,046,394	28,998,821	28,248,528	20,331,755	8,797,866	8,667,066	262,622	707,543	0.7	2.4	879,757	1,454,426	2.4	5.0	
Michigan.....	35,748,701	22,474,518	27,430,282	15,488,825	8,318,419	6,985,693	589,302	1,212,643	1.6	5.4	1,558,967	1,810,333	4.4	8.1	
Wisconsin.....	14,458,299	9,123,055	8,398,305	5,158,107	6,059,994	3,964,948	203,558	348,893	1.4	3.8	912,263	682,593	6.3	7.5	
West North Central:															
Minnesota.....	14,421,000	10,086,736	8,112,206	4,491,246	6,308,794	5,595,490	116,239	188,997	0.8	1.9	451,740	422,462	3.1	4.2	
Iowa.....	17,282,210	9,542,291	10,873,363	4,525,733	6,408,847	5,016,558	53,161	178,656	0.3	1.9	294,492	387,749	1.7	4.1	
Missouri.....	12,519,214	9,318,932	7,005,867	5,463,065	5,513,347	3,855,867	142,018	237,328	1.1	2.5	253,609	517,682	2.0	5.6	
North Dakota.....	611,104	525,025	370,874	253,564	240,230	271,461	11,413	30,576	1.9	5.8	9,900	48,666	1.6	9.3	
South Dakota.....	3,135,197	953,154	364,590	322,178	2,770,607	630,976	14,044	23,256	0.4	2.4	1,230	20,290	-	2.1	
Nebraska.....	2,253,814	2,167,636	965,666	759,806	1,288,148	1,407,830	83,791	50,303	3.7	2.3	32,297	104,836	1.4	4.8	
Kansas.....	4,435,044	4,200,470	2,999,265	2,251,964	1,435,779	1,948,506	109,421	132,679	2.5	3.2	88,659	230,611	2.0	5.5	
South Atlantic:															
Delaware.....	4,383,705	2,719,054	3,816,832	2,228,620	566,873	490,434	21,132	68,686	0.5	2.5	109,710	349,999	2.5	12.9	
Maryland.....	12,270,981	7,898,465	9,433,118	4,995,190	2,837,863	2,903,275	147,515	204,917	1.2	2.6	352,505	695,596	2.9	8.8	
Virginia.....	10,410,387	8,987,956	6,195,417	5,617,358	4,214,970	3,370,508	189,084	228,417	1.8	2.3	283,993	380,186	2.7	4.2	
West Virginia.....	2,305,127	2,337,260	1,061,369	1,268,047	1,243,758	1,069,213	54,580	78,698	2.4	3.4	128,448	166,393	5.6	7.1	
North Carolina.....	14,412,714	8,587,720	11,090,054	6,397,208	3,322,660	2,190,512	376,272	378,963	2.6	4.4	563,726	642,330	3.9	7.5	
South Carolina.....	3,478,143	2,243,098	2,531,593	1,339,185	946,550	903,913	72,359	92,167	2.1	4.1	87,300	192,609	2.5	8.6	
Georgia.....	9,890,491	6,364,155	8,893,641	5,053,802	996,850	1,310,353	202,412	234,202	2.0	3.7	269,008	431,524	2.7	6.8	
Florida.....	87,903,567	48,086,914	78,919,598	39,885,473	8,983,969	8,201,441	745,769	1,440,380	0.8	3.0	2,212,356	2,682,742	2.5	5.6	
East South Central:															
Kentucky.....	5,906,862	3,972,224	3,596,375	1,963,680	2,310,487	2,008,544	103,603	103,374	1.8	2.6	263,863	279,562	4.5	7.0	
Tennessee.....	14,093,994	9,995,842	11,883,796	8,064,071	2,210,198	1,931,771	331,803	382,017	2.4	3.8	363,460	484,498	2.6	4.8	
Alabama.....	14,031,884	7,826,392	13,064,893	6,472,748	967,091	1,353,644	151,686	189,127	1.1	2.4	304,653	360,367	2.2	4.6	
Mississippi.....	3,946,668	1,950,733	3,496,671	1,172,448	449,997	778,285	35,415	77,753	0.9	4.0	229,470	154,132	5.8	7.9	
West South Central:															
Arkansas.....	2,559,972	1,806,588	1,956,695	1,079,822	603,277	726,766	70,351	66,928	2.7	3.7	167,120	144,047	6.5	8.0	
Louisiana.....	3,579,029	3,458,566	2,911,804	2,261,039	667,225	1,197,527	66,166	142,915	1.8	4.1	228,988	296,776	6.3	8.6	
Oklahoma.....	8,423,909	6,014,815	5,468,499	3,091,317	2,955,410	2,923,498	70,706	141,488	0.8	2.4	154,471	247,536	1.8	4.1	
Texas.....	21,977,159	15,811,007	16,657,137	11,668,123	5,320,022	4,142,884	435,691	1,108,091	2.0	7.0	1,007,141	1,362,766	4.6	8.6	
Mountain:															
Montana.....	1,054,920	1,156,963	414,723	345,271	640,197	811,692	9,047	16,529	0.9	1.4	62,577	23,411	5.9	2.0	
Idaho.....	1,694,511	713,614	1,069,115	271,993	625,396	441,621	221,200	20,573	13.1	2.9	150,502	103,464	8.9	14.5	
Wyoming.....	(¹)	(¹)	(¹)	(¹)	(¹)	(¹)	(¹)	(¹)	(¹)	(¹)	(¹)	(¹)	(¹)	(¹)	(¹)
Colorado.....	24,280,469	9,232,571	21,464,769	8,144,783	2,815,700	1,087,788	361,184	177,285	1.5	1.9	754,609	903,312	3.1	9.8	
New Mexico.....	1,399,909	669,516	1,214,190	517,247	185,219	152,269	26,183	20,959	1.9	3.1	-	46,683	-	7.0	
Arizona.....	2,153,927	4,383,625	1,912,294	2,553,927	241,633	1,829,698	20,173	45,802	0.9	1.0	22,783	33,243	1.1	0.8	
Utah.....	2,098,396	1,388,213	1,634,769	840,890	463,627	547,323	47,080	35,286	2.2	2.5	145,955	88,678	7.0	6.4	
Nevada.....	(¹)	(¹)	(¹)	(¹)	(¹)	(¹)	(¹)	(¹)	(¹)	(¹)	(¹)	(¹)	(¹)	(¹)	(¹)
Pacific:															
Washington.....	19,351,885	11,379,613	14,662,321	8,406,653	4,689,564	2,972,960	385,554	492,028	2.0	4.3	742,862	852,309	3.8	7.5	
Oregon.....	24,793,085	13,619,472	21,559,641	10,851,926	3,233,444	2,767,546	483,576	859,969	2.0	6.3	1,270,315	1,586,769	5.1	11.7	
California.....	203,681,761	88,687,042	185,985,532	77,471,991	17,69										

Table 14. Wholesale Sales and Percent of Total Sales by Value of Sales: 1970 and 1959—Continued

	Value of wholesale sales for establishments with sales of—															
	\$25,000 to \$49,999				\$50,000 to \$99,999				\$100,000 to \$249,999				\$250,000 and over			
	Dollars		Percent of total sales		Dollars		Percent of total sales		Dollars		Percent of total sales		Dollars		Percent of total sales	
	1970	1959	1970	1959	1970	1959	1970	1959	1970	1959	1970	1959	1970	1959	1970	1959
United States.....	51,011,922	56,326,710	5.3	9.6	90,058,987	66,448,229	9.4	11.4	158,914,073	96,001,317	16.5	16.4	440,451,282	153,400,931	45.8	26.2
The Northeast.....	14,049,078	18,231,897	6.2	3.1	26,239,665	16,263,364	11.6	10.5	34,462,960	20,484,554	15.3	13.2	97,256,183	40,380,882	43.0	26.0
The North Central.....	13,175,235	13,510,795	5.7	8.7	19,386,967	18,137,948	8.5	11.3	33,862,815	26,945,133	14.8	16.8	87,706,312	33,863,491	38.3	21.1
The South.....	9,379,983	10,262,294	4.3	7.4	17,616,808	15,355,929	8.0	11.1	41,095,002	22,841,187	18.7	16.5	103,086,943	40,289,535	46.9	29.2
The West.....	14,407,626	14,321,724	5.0	10.9	26,815,547	16,690,986	9.4	12.7	49,493,296	25,730,443	17.3	19.6	152,401,844	38,867,023	53.3	29.6
Geographic Divisions:																
New England.....	2,433,878	3,727,771	4.9	10.4	5,266,398	3,275,366	10.6	9.1	5,915,757	4,547,200	11.9	12.7	21,141,057	8,818,589	42.6	24.6
Middle Atlantic.....	11,615,200	14,504,126	6.6	12.1	20,973,267	12,987,998	11.9	10.9	28,547,203	15,937,354	16.2	13.3	76,115,126	31,562,293	43.2	26.4
East North Central.....	10,593,951	10,965,008	6.1	8.9	15,924,645	14,941,090	9.1	12.1	28,369,171	21,757,675	16.2	17.6	70,213,745	29,300,129	40.2	23.7
West North Central.....	2,581,284	2,545,787	4.7	6.9	3,462,322	3,196,858	6.3	8.7	5,493,644	5,187,458	10.1	14.1	17,492,567	4,563,362	32.0	12.4
South Atlantic.....	5,915,695	6,279,387	4.1	7.2	12,394,350	9,522,011	8.5	10.9	25,579,722	15,130,024	17.6	17.3	72,235,686	27,585,652	49.8	31.6
East South Central.....	1,653,042	1,529,018	4.4	6.4	2,732,575	3,251,650	7.2	13.7	7,293,986	3,595,394	19.2	15.1	18,578,179	7,266,055	48.9	30.6
West South Central.....	1,811,246	2,453,889	5.0	9.1	2,489,883	2,582,268	6.8	9.5	8,221,294	4,115,769	22.5	15.2	12,273,078	5,437,828	33.6	20.1
Mountain.....	2,364,438	2,029,619	7.2	11.6	5,831,343	2,500,756	17.8	14.3	5,811,122	3,355,211	17.8	19.1	11,881,664	3,273,300	36.4	18.7
Pacific.....	12,043,188	12,292,105	4.8	10.8	20,984,204	14,190,232	8.3	12.5	43,682,174	22,375,232	17.2	19.7	140,520,180	35,593,723	55.4	31.3
New England:																
Maine.....	154,582	199,224	11.7	11.2	60,587	(D)	4.6	(D)	112,328	-	8.5	-	153,419	(D)	11.6	(D)
New Hampshire.....	80,952	(D)	3.4	(D)	345,715	(D)	14.6	(D)	115,000	-	4.9	-	906,100	(D)	38.3	(D)
Vermont.....	7,420	(D)	1.7	(D)	5,892	(D)	1.4	-	(D)	(D)	-	(D)	-	-	-	-
Massachusetts.....	1,593,620	2,300,289	7.7	13.7	3,578,203	2,071,129	17.3	12.3	2,816,728	2,858,663	13.6	17.0	5,960,093	2,097,385	23.7	12.5
Rhode Island.....	87,167	269,583	2.4	9.3	96,496	191,932	2.6	6.6	517,344	(D)	14.2	(D)	2,278,767	(D)	62.6	(D)
Connecticut.....	510,137	735,140	2.4	6.2	1,179,505	879,205	5.6	7.4	2,354,357	1,168,767	11.2	9.8	11,842,678	4,771,145	56.2	40.0
Middle Atlantic:																
New York.....	2,661,701	3,738,722	6.0	9.2	4,308,049	4,371,551	9.8	10.7	5,649,158	6,507,711	12.8	16.0	17,830,598	9,707,867	40.4	23.8
New Jersey.....	2,586,416	3,005,736	8.7	12.4	3,840,675	2,292,480	12.9	9.5	5,143,085	2,967,412	17.2	12.3	10,896,844	6,501,630	36.5	26.9
Pennsylvania.....	6,367,083	7,759,668	6.2	14.2	12,824,543	6,323,967	12.5	11.6	17,754,960	6,462,231	17.3	11.9	47,387,684	15,352,796	46.3	28.2
East North Central:																
Ohio.....	3,680,380	4,662,613	5.4	9.6	7,220,322	6,764,858	10.6	13.9	13,793,441	10,019,507	20.2	20.6	26,208,351	12,445,938	38.5	26.1
Indiana.....	978,000	925,294	5.1	6.6	1,169,738	1,263,659	6.1	9.0	3,006,515	2,144,672	15.7	15.2	9,374,119	3,975,105	48.9	28.2
Illinois.....	1,498,855	2,592,023	4.0	8.9	1,978,855	3,395,012	5.3	11.7	4,439,077	6,033,744	12.0	20.8	19,189,362	6,149,007	51.8	21.2
Michigan.....	3,289,428	2,129,794	9.2	9.5	4,044,952	2,409,015	11.3	10.7	5,845,530	2,635,233	16.4	11.7	12,102,103	5,291,807	33.9	23.5
Wisconsin.....	1,147,288	655,284	7.9	7.2	1,510,778	1,108,546	10.4	12.2	1,284,608	924,519	8.9	10.1	3,339,810	1,438,272	23.1	15.8
West North Central:																
Minnesota.....	851,458	796,988	5.9	7.9	1,150,594	627,807	8.0	6.2	1,655,980	1,424,158	11.5	14.1	3,886,195	1,030,834	26.9	10.2
Iowa.....	429,782	477,656	2.5	5.0	735,365	303,173	4.3	3.2	957,772	1,123,535	5.5	11.8	8,402,791	2,054,964	48.6	21.5
Missouri.....	819,862	594,255	6.5	6.4	921,942	1,452,812	7.4	15.6	1,980,963	1,873,406	15.8	20.1	2,887,473	787,582	23.1	8.5
North Dakota.....	19,600	(D)	3.2	(D)	-	(D)	-	(D)	329,961	(D)	54.0	(D)	-	-	-	-
South Dakota.....	-	(D)	-	(D)	21,400	(D)	0.7	(D)	111,916	(D)	3.6	(D)	216,000	(D)	6.9	-
Nebraska.....	143,119	167,968	6.4	7.7	212,067	(D)	9.4	(D)	124,392	-	5.5	-	370,000	(D)	16.4	(D)
Kansas.....	317,463	466,868	7.2	11.1	420,954	593,666	9.5	14.1	332,660	(D)	7.5	(D)	1,730,108	(D)	39.0	(D)
South Atlantic:																
Delaware.....	33,120	529,352	0.8	19.5	696,021	187,967	15.9	6.9	1,113,525	(D)	25.4	(D)	1,843,324	(D)	42.0	(D)
Maryland.....	625,055	654,336	5.1	8.3	1,517,179	1,186,278	12.4	15.0	2,690,466	1,854,170	21.9	23.5	4,100,398	399,893	33.4	5.1
Virginia.....	303,621	515,825	2.9	5.7	890,957	429,989	8.6	4.8	1,395,710	1,127,475	13.4	12.5	3,132,052	2,935,466	30.1	32.7
West Virginia.....	120,084	103,866	5.2	4.4	113,125	207,675	4.9	8.9	22,062	(D)	1.0	(D)	623,070	(D)	27.0	(D)
North Carolina.....	986,587	826,379	6.8	9.6	1,237,564	1,539,206	8.6	17.9	3,959,943	1,676,709	27.5	19.5	3,965,962	1,333,621	27.5	15.5
South Carolina.....	148,553	192,388	4.3	8.6	379,011	147,000	10.9	6.6	1,120,352	715,021	32.2	31.9	724,018	-	20.8	-
Georgia.....	461,465	567,338	4.7	8.9	725,608	901,019	7.3	14.2	2,783,218	1,701,977	28.1	26.7	4,451,930	1,217,742	45.0	19.1
Florida.....	3,237,120	2,889,903	3.7	6.0	6,834,885	4,922,877	7.8	10.2	12,494,446	7,767,987	14.2	16.2	53,394,932	20,181,584	60.7	42.0
East South Central:																
Kentucky.....	368,832	363,503	6.2	9.2	450,319	538,750	7.6	13.6	1,191,765	(D)	20.2	(D)	1,217,993	(D)	20.6	(D)
Tennessee.....	767,724	573,223	5.4	5.7	1,364,646	1,318,920	9.7	13.2	2,241,381	1,203,278	15.9	12.0	6,814,782	4,102,135	48.4	41.0
Alabama.....	293,286	464,625	2.1	5.9	766,680	1,156,444	5.5	14.8	3,433,085	(D)	24.5	(D)	8,115,503	(D)	57.8	(D)
Mississippi.....	223,200	127,667	5.7	6.5	150,930	237,536	3.8	12.2	427,755	575,360	10.8	29.5	2,429,901	-	61.6	-
West South Central:																
Arkansas.....	80,150	175,488	3.1	9.7	330,353	196,620	12.9	10.9	351,121	(D)	13.7	(D)	957,600	(D)	37.4	(D)
Louisiana.....	415,259	472,075	11.6	13.6	752,507	483,091	21.0	14.0	1,088,910	(D)	30.4	(D)	361,974	(D)	10.1	(D)
Oklahoma.....	104,235	224,226	1.2	3.7	73,684	499,747	0.9	8.3	730,578	388,129	8.7	6.5	4,334,825	1,590,191	51.5	26.4
Texas.....	1,211,602	1,582,100	5.5	10.0	1,333,339	1,402,810	6.1	8.9	6,050,685	3,160,032	27.5	20.0	6,618,679	3,052,324	30.1	19.3
Mountain:																
Montana.....	27,200	43,432	2.6	3.8	32,037	58,935	3.0	5.1	283,862	202,964	26.9	17.5	-	-	-	-
Idaho.....	115,205	147,956	6.8	20.7	231,572	(1)	13.7	(1)	100,000	(1)	5.9	(1)	250,636	(1)	14.8	(1)
Wyoming.....	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)
Colorado.....	1,896,770	1,450,576	7.8	15.7	4,849,879	2,041,223	20.0	22.1	4,890,823	1,902,687	20.1	20.6	8,711,504	1,669,70		