

# New Hampshire

# 1997

Issued March 2000

EC97W42A-NH(RV)

## 1997 Economic Census

*Wholesale Trade*

Geographic Area Series



U S C E N S U S B U R E A U

*Helping You Make Informed Decisions*

U.S. Department of Commerce  
Economics and Statistics Administration  
U.S. CENSUS BUREAU



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Service Sector Statistics Division prepared this report. **Bobby E. Russell**, Assistant Chief for Census Programs, was responsible for the overall planning, management, and coordination. Planning and implementation were under the direction of **John R. Trimble**, Chief, Wholesale Census Branch, assisted by **Steven L. Barron** and **Scott P. Handmaker**. Primary staff assistance was provided by **John L. Vignali, Gary E. Swenson, Karen K. Sigmon, Pamela Palmer, Keith Fuller, G. Brian Wilson, Peter J. Martin, Dennis R. Johnson, Chris Hickerson, Rob Meyer, Shannon Prell, and Laura Knowles**.

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# Introduction to the Economic Census

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## PURPOSES AND USES OF THE ECONOMIC CENSUS

The economic census is the major source of facts about the structure and functioning of the Nation's economy. It provides essential information for government, business, industry, and the general public. Title 13 of the United States Code (Sections 131, 191, and 224) directs the Census Bureau to take the economic census every 5 years, covering years ending in 2 and 7.

The economic census furnishes an important part of the framework for such composite measures as the gross domestic product estimates, input/output measures, production and price indexes, and other statistical series that measure short-term changes in economic conditions. Specific uses of economic census data include the following:

- Policymaking agencies of the Federal Government use the data to monitor economic activity and assess the effectiveness of policies.
- State and local governments use the data to assess business activities and tax bases within their jurisdictions and to develop programs to attract business.
- Trade associations study trends in their own and competing industries, which allows them to keep their members informed of market changes.
- Individual businesses use the data to locate potential markets and to analyze their own production and sales performance relative to industry or area averages.

## ALL-NEW INDUSTRY CLASSIFICATIONS

Data from the 1997 Economic Census are published primarily on the basis of the North American Industry Classification System (NAICS), unlike earlier censuses, which were published according to the Standard Industrial Classification (SIC) system. NAICS is in the process of being adopted in the United States, Canada, and Mexico. Most economic census reports cover one of the following NAICS sectors:

21	Mining
22	Utilities
23	Construction
31-33	Manufacturing
42	Wholesale Trade
44-45	Retail Trade
48-49	Transportation and Warehousing
51	Information

52	Finance and Insurance
53	Real Estate and Rental and Leasing
54	Professional, Scientific, and Technical Services
55	Management of Companies and Enterprises
56	Administrative and Support and Waste Management and Remediation Services
61	Educational Services
62	Health Care and Social Assistance
71	Arts, Entertainment, and Recreation
72	Accommodation and Foodservices
81	Other Services (except Public Administration)

(Not listed above are the Agriculture, Forestry, Fishing, and Hunting sector (NAICS 11), partially covered by the census of agriculture conducted by the U.S. Department of Agriculture, and the Public Administration sector (NAICS 92), covered by the census of governments conducted by the Census Bureau.)

The 20 NAICS sectors are subdivided into 96 subsectors (three-digit codes), 313 industry groups (four-digit codes), and, as implemented in the United States, 1170 industries (five- and six-digit codes).

## RELATIONSHIP TO SIC

While many of the individual NAICS industries correspond directly to industries as defined under the SIC system, most of the higher level groupings do not. Particular care should be taken in comparing data for retail trade, wholesale trade, and manufacturing, which are sector titles used in both NAICS and SIC, but cover somewhat different groups of industries. The industry definitions discuss the relationships between NAICS and SIC industries. Where changes are significant, it will not be possible to construct time series that include data for points both before and after 1997.

For 1997, data for auxiliary establishments (those functioning primarily to manage, service, or support the activities of their company's operating establishments, such as a central administrative office or warehouse) will not be included in the sector-specific reports. These data will be published separately.

## GEOGRAPHIC AREA CODING

Accurate and complete information on the physical location of each establishment is required to tabulate the census data for the states, metropolitan areas (MAs), counties, parishes, and corporate municipalities including cities, towns, villages, and boroughs. Respondents were

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required to report their physical location (street address, municipality, county, and state) if it differed from their mailing address. For establishments not surveyed by mail (and those single-establishment companies that did not provide acceptable information on physical location), location information from Internal Revenue Service tax forms is used as a basis for coding.

## **BASIS OF REPORTING**

The economic census is conducted on an establishment basis. A company operating at more than one location is required to file a separate report for each store, factory, shop, or other location. Each establishment is assigned a separate industry classification based on its primary activity and not that of its parent company.

## **DOLLAR VALUES**

All dollar values presented are expressed in current dollars; i.e., 1997 data are expressed in 1997 dollars, and 1992 data, in 1992 dollars. Consequently, when making comparisons with prior years, users of the data should consider the changes in prices that have occurred.

All dollar values are shown in thousands of dollars.

## **AVAILABILITY OF ADDITIONAL DATA**

### **Reports in Print and Electronic Media**

All results of the 1997 Economic Census are available on the Census Bureau Internet site ([www.census.gov](http://www.census.gov)) and on compact discs (CD-ROM) for sale by the Census Bureau. Unlike previous censuses, only selected highlights are published in printed reports. For more information, including a description of electronic and printed reports being issued, see the Internet site, or write to U.S. Census Bureau, Washington, DC 20233-8300, or call Customer Services at 301-457-4100.

### **Special Tabulations**

Special tabulations of data collected in the 1997 Economic Census may be obtained, depending on availability of time and personnel, in electronic or tabular form. The data will be summaries subject to the same rules prohibiting disclosure of confidential information (including name, address, kind of business, or other data for individual business establishments or companies) that govern the regular publications.

Special tabulations are prepared on a cost basis. A request for a cost estimate, as well as exact specifications on the type and format of the data to be provided, should be directed to the Chief of the division named below, U.S. Census Bureau, Washington, DC 20233-8300. To discuss a special tabulation before submitting specifications, call the appropriate division:

Manufacturing and Construction Division 301-457-4673  
Service Sector Statistics Division 301-457-2668

## **HISTORICAL INFORMATION**

The economic census has been taken as an integrated program at 5-year intervals since 1967 and before that for 1954, 1958, and 1963. Prior to that time, individual components of the economic census were taken separately at varying intervals.

The economic census traces its beginnings to the 1810 Decennial Census, when questions on manufacturing were included with those for population. Coverage of economic activities was expanded for the 1840 Decennial Census and subsequent censuses to include mining and some commercial activities. The 1905 Manufactures Census was the first time a census was taken apart from the regular decennial population census. Censuses covering retail and wholesale trade and construction industries were added in 1930, as were some covering service trades in 1933. Censuses of construction, manufacturing, and the other business service censuses were suspended during World War II.

The 1954 Economic Census was the first census to be fully integrated: providing comparable census data across economic sectors, using consistent time periods, concepts, definitions, classifications, and reporting units. It was the first census to be taken by mail, using lists of firms provided by the administrative records of other Federal agencies. Since 1963, administrative records also have been used to provide basic statistics for very small firms, reducing or eliminating the need to send them census questionnaires.

The range of industries covered in the economic censuses expanded between 1967 and 1992. The census of construction industries began on a regular basis in 1967, and the scope of service industries, introduced in 1933, was broadened in 1967, 1977, and 1987. While a few transportation industries were covered as early as 1963, it was not until 1992 that the census broadened to include all of transportation, communications, and utilities. Also new for 1992 was coverage of financial, insurance, and real estate industries. With these additions, the economic census and the separate census of governments and census of agriculture collectively covered roughly 98 percent of all economic activity.

Printed statistical reports from the 1992 and earlier censuses provide historical figures for the study of long-term time series and are available in some large libraries. All of the census reports printed since 1967 are still available for sale on microfiche from the Census Bureau. CD-ROMs issued from the 1987 and 1992 Economic Censuses contain databases including nearly all data published in print, plus additional statistics, such as ZIP Code statistics, published only on CD-ROM.

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## SOURCES FOR MORE INFORMATION

More information about the scope, coverage, classification system, data items, and publications for each of the economic censuses and related surveys is published in the *Guide to the 1997 Economic Census and Related Statistics* at [www.census.gov/econguide](http://www.census.gov/econguide). More information on the methodology, procedures, and history of the censuses will be published in the *History of the 1997 Economic Census* at [www.census.gov/econ/www/history.html](http://www.census.gov/econ/www/history.html).

## ABBREVIATIONS AND SYMBOLS

The following abbreviations and symbols are used with the 1997 Economic Census data:

A	Standard error of 100 percent or more.
D	Withheld to avoid disclosing data of individual companies; data are included in higher level totals.
F	Exceeds 100 percent because data include establishments with payroll exceeding revenue.
N	Not available or not comparable.
Q	Revenue not collected at this level of detail for multiestablishment firms.
S	Withheld because estimates did not meet publication standards.

V	Represents less than 50 vehicles or .05 percent.
X	Not applicable.
Y	Disclosure withheld because of insufficient coverage of merchandise lines.
Z	Less than half the unit shown.
a	0 to 19 employees.
b	20 to 99 employees.
c	100 to 249 employees.
e	250 to 499 employees.
f	500 to 999 employees.
g	1,000 to 2,499 employees.
h	2,500 to 4,999 employees.
i	5,000 to 9,999 employees.
j	10,000 to 24,999 employees.
k	25,000 to 49,999 employees.
l	50,000 to 99,999 employees.
m	100,000 employees or more.
p	10 to 19 percent estimated.
q	20 to 29 percent estimated.
r	Revised.
s	Sampling error exceeds 40 percent.
nec	Not elsewhere classified.
nsk	Not specified by kind.
–	Represents zero (page image/print only).
(CC)	Consolidated city.
(IC)	Independent city.



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# Wholesale Trade

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## SCOPE

The Wholesale Trade sector (sector 42) comprises establishments engaged in wholesaling merchandise, generally without transformation, and rendering services incidental to the sale of merchandise.

The wholesaling process is an intermediate step in the distribution of merchandise. Wholesalers are organized to sell or arrange the purchase or sale of (a) goods for resale (i.e., goods sold to other wholesalers or retailers), (b) capital or durable nonconsumer goods, and (c) raw and intermediate materials and supplies used in production.

Wholesalers sell merchandise to other businesses and normally operate from a warehouse or office. These warehouses and offices are characterized by having little or no display of merchandise. In addition, neither the design nor the location of the premises is intended to solicit walk-in traffic. Wholesalers do not normally use advertising directed to the general public. Customers are generally reached initially via telephone, in-person marketing, or by specialized advertising that may include Internet and other electronic means. Follow-up orders are either vendor-initiated or client-initiated, generally based on previous sales, and typically exhibit strong ties between sellers and buyers. In fact, transactions are often conducted between wholesalers and clients that have long-standing business relationships.

This sector comprises three main types of wholesalers: those that sell goods on their own account, those that sell goods manufactured by a parent company in the United States, and those that arrange sales and purchases for others for a commission or fee.

1. Wholesale merchants, distributors, jobbers, drop shippers, import/export merchants, terminal grain elevators, country grain elevators, and farm product assemblers sell goods on their own account. These establishments typically maintain their own warehouse, where they receive and handle goods for their customers. They also may operate as drop shippers or offices taking orders from customers and having the goods shipped directly from the supplier. Establishments operating exclusively in this manner will not maintain any inventory. Goods are generally sold without transformation, but may include integral functions, such as sorting, packaging, labeling, and other marketing services.
2. Manufacturers sales branches and offices primarily sell products manufactured or mined in the United States by their parent company.
3. Agents and brokers, commission merchants, import/export agents and brokers, auction companies, and manufacturers' agents arrange for the purchase or sale of goods owned by others or purchased on a commission basis. Agents and brokers operate from offices and do not own or handle the goods they sell. Auction companies and commission merchants handle goods on a consignment basis but do not own the goods.

Although wholesaling normally denotes sales in large volumes, durable nonconsumer goods may be sold in single units. Sales of capital or durable nonconsumer goods used in the production of goods and services, such as farm machinery, medium and heavy duty trucks, and industrial machinery, are always included in wholesale trade.

## GENERAL

A list of products that provide statistics on sector 42 follows.

**Geographic area reports.** A separate report containing data for establishments with payroll is published for each state, the District of Columbia, and the United States. Each report presents general statistics for establishments with payroll, on number of establishments, sales, payroll, employment, operating expenses, and inventories. At the state level, data also are presented separately for the following types of wholesale operations: merchant wholesalers; manufacturers' sales branches and offices; and agents, brokers, commission merchants, and auction companies. Less type-of-operation detail is shown below the state level. For states, MAs, and counties and places with 200 wholesale establishments or more, statistics are presented by kind of business. Greater kind-of-business detail is shown for larger areas. In addition, data are shown for all places with 2,500 inhabitants or more and all counties (with no kind-of-business detail).

**Commodity line sales report.** This report presents data on major categories of commodities sold by wholesale kinds of business for the United States. Tables present data for each kind of business and show, for each commodity line, the number of establishments handling the line and their sales of the line; the percentage of total sales of the kind of business accounted for by each of the lines carried; and for establishments actually handling a specific line, the percentage of total sales represented by sales of that line. Summary statistics also are provided for

the broad commodity line categories, including counts of establishments and the amount and percentage of the line sold by various kinds of wholesale businesses.

**Establishment and firm size (including legal form of organization) report.** This report presents data for establishments with payroll, based on size of establishment, size of company or firm, and legal form of organization. Establishment statistics are presented by sales size and by employment size; statistics for firms by sales size (including concentration by largest firms), by employment size, and by number of establishments operated (single units and multiunits). Statistics are presented by kind of business on the number of establishments, sales, payroll, operating expense, inventories and employment for the United States.

**Miscellaneous subjects report.** This report contains data by kind of business on employment by principal activity; sales by class of customer; inventory valuation methods; commissions and gross selling value of business conducted for others by agents and brokers; gross margins, gross profits, and their components; and on petroleum bulk stations and terminals. Data are presented for the United States as a whole and for petroleum bulk stations and terminals at the state level.

## **GEOGRAPHIC AREAS COVERED**

The level of geographic detail varies by report. Data may be presented for:

1. The United States as a whole.
2. States and the District of Columbia.
3. Consolidated metropolitan statistical areas (CMSAs) and primary metropolitan statistical areas (PMSAs) defined by the Office of Management and Budget (OMB) as of June 30, 1997. A CMSA is an area used to facilitate the presentation and analysis of data for large concentrations of metropolitan populations. It includes two or more contiguous PMSAs which have a population of at least 1,000,000 (according to the 1990 Census of Population or subsequent special census) and which meet specific criteria of urban character and of social and economic integration.
4. Metropolitan statistical areas (MSAs) defined by the OMB as of June 30, 1997. An MSA is an integrated economic and social unit with a population nucleus of at least 50,000 inhabitants (according to the 1990 Census of Population or subsequent special census). Each MSA consists of one or more counties meeting standards of metropolitan character; in New England, cities and towns rather than counties are the component geographic units.
5. Areas within the state outside metropolitan areas (MAs).

6. Counties and county equivalents defined as of January 1, 1997. Counties are the primary divisions of states, except in Louisiana where they are called parishes and in Alaska where they are called boroughs and census areas. Maryland, Missouri, Nevada, and Virginia have one place or more that is independent of any county organization and constitutes primary divisions of their states. These places are treated as counties and as places.
7. Consolidated cities defined as of January 1, 1997. Consolidated cities are consolidated governments which consist of separately incorporated municipalities.
8. Municipalities of 2,500 inhabitants or more defined as of January 1, 1997. These are areas of significant population incorporated as a city, borough, village, or town according to the 1990 Census of Population or subsequent special census. For the economic census, boroughs and census areas in Alaska and boroughs in New York are not included in this category.
9. Special economic urban areas (SEUAs), which include townships in Michigan, New Jersey, and Pennsylvania, and towns in New York, Wisconsin, and the six New England states with 10,000 inhabitants or more (according to the 1990 Census of Population or subsequent special census).

## **COMPARABILITY OF THE 1992 AND 1997 CENSUSES**

The 1997 Economic Census is the first census to present data based on the new North American Industry Classification System (NAICS). Previous census data were presented based on the Standard Industrial Classification (SIC) system developed some 60 years ago. Due to this change, comparability between census years may be limited. Comparative statistics will be included as part of the Core Business Statistics Reports.

## **DISCLOSURE**

In accordance with Federal law governing census reports, (Title 13 of the United States Code), no data are published that would disclose the operations of an individual establishment or business. However, the number of establishments in a kind-of-business classification is not considered a disclosure; therefore, this information may be released even though other information is withheld.

## **AVAILABILITY OF MORE FREQUENT ECONOMIC DATA**

The Census Bureau conducts annual surveys on the wholesale trade. These surveys, while providing more frequent observations, yield less kind-of-business and geographic detail than the economic census. In addition, the County Business Patterns program offers annual statistics on the number of establishments, employment, and payroll classified by industry within each county.

**Table 1. Summary Statistics for the State: 1997**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A]

NAICS code	Geographic area, type of operation, and kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1996 inventories <sup>f</sup> (\$1,000)	End-of-1997 inventories <sup>f</sup> (\$1,000)
<b>NEW HAMPSHIRE</b>									
<b>42</b>	<b>Wholesale trade .....</b>	<b>2 033</b>	<b>11 371 112</b>	<b>875 025</b>	<b>202 184</b>	<b>22 631</b>	<b>1 731 729</b>	<b>900 270</b>	<b>905 477</b>
	Wholesaler distributors and jobbers .....	1 527	6 299 783	571 863	127 103	15 770	1 119 607	614 021	635 821
	Importers .....	53	411 467	32 212	6 612	807	66 416	66 417	58 813
	Exporters .....	27	76 654	6 484	1 515	169	12 333	4 056	4 769
	Own brand importer-marketers .....	29	803 350	46 046	12 685	1 037	118 427	131 062	115 618
	Assemblers of farm products, except								
	country grain elevators .....	5	26 967	1 533	294	67	3 984	798	667
	Sales branches (with stock) .....	64	1 089 343	66 332	17 627	1 601	138 589	82 063	87 670
	Sales offices (without stock) .....	82	1 376 503	113 801	28 168	2 403	204 317	-	-
	Brokers .....	41	262 940	5 231	1 020	128	9 355	103	51
	Commission merchants .....	18	175 668	2 823	823	79	5 320	347	331
	Import agents .....	3	D	D	D	a	D	D	D
	Export agents .....	3	D	D	D	a	D	D	D
	Manufacturers' agents .....	181	841 712	28 402	6 248	560	52 744	1 094	1 486
421	Wholesale trade, durable goods .....	1 432	5 897 431	535 017	123 776	13 593	1 014 653	455 900	481 544
4211	Motor vehicle & motor vehicle parts & supplies whsle .....	111	367 310	37 059	8 341	1 326	72 339	54 505	61 868
42111	Automobile & other motor vehicle whsle .....	33	252 947	21 536	4 579	729	40 504	34 743	38 910
421110	Automobile & other motor vehicle whsle .....	33	252 947	21 536	4 579	729	40 504	34 743	38 910
4211103	Light truck & van (14,000 lb or less) whsle .....	3	D	D	D	b	D	D	D
4211104	Medium truck & tractor (14,001 lb to 26,000 lb) whsle .....	4	35 835	3 581	541	126	6 452	6 754	7 301
4211105	Heavy truck & tractor (over 26,000 lb) whsle .....	13	136 179	10 645	2 448	301	19 591	18 623	22 646
42112	Motor vehicle supplies & new parts whsle .....	32	51 749	7 193	1 751	293	12 911	11 446	12 499
421120	Motor vehicle supplies & new parts whsle .....	32	51 749	7 193	1 751	293	12 911	11 446	12 499
4211201	Motor vehicle supplies & new parts—warehouse distributors .....	13	25 707	3 977	1 006	154	6 486	6 336	7 221
4211202	Motor vehicle supplies & new parts—jobbers .....	19	26 042	3 216	745	139	6 425	5 110	5 278
42113	Tire & tube whsle .....	17	D	D	D	c	D	D	D
421130	Tire & tube whsle .....	17	D	D	D	c	D	D	D
42114	Motor vehicle parts, (used) whsle .....	29	D	D	D	c	D	D	D
421140	Motor vehicle parts, (used) whsle .....	29	D	D	D	c	D	D	D
4212	Furniture & home furnishings whsle .....	57	103 176	9 300	1 690	318	19 810	9 833	10 987
42121	Furniture whsle .....	27	D	D	D	c	D	D	D
421210	Furniture whsle .....	27	D	D	D	c	D	D	D
4212101	Household & lawn furniture whsle .....	12	D	D	D	b	D	D	D
4212102	Office & business furniture whsle .....	15	D	D	D	c	D	D	D
42122	Home furnishings whsle .....	30	D	D	D	c	D	D	D
421220	Home furnishings whsle .....	30	D	D	D	c	D	D	D
4212201	Household china, glassware, & crockery whsle .....	11	23 464	2 972	565	104	6 794	1 991	2 077
4212204	Other home furnishings whsle .....	10	D	D	D	b	D	D	D
4213	Lumber & other construction materials whsle .....	74	771 669	34 563	7 579	773	56 763	35 291	38 974
42131	Lumber, plywood, millwork, & wood panel whsle .....	45	697 126	25 807	5 764	543	40 008	28 811	32 248
421310	Lumber, plywood, millwork, & wood panel whsle .....	45	697 126	25 807	5 764	543	40 008	28 811	32 248
4213101	Lumber without yard whsle .....	15	D	D	D	c	D	D	D
4213102	Lumber with yard whsle .....	9	D	D	D	c	D	D	D
4213103	Plywood, veneer, millwork, & wood panel whsle .....	21	147 583	7 779	1 708	227	14 774	5 029	6 509
42132	Brick, stone, & related construction materials whsle .....	16	D	D	D	b	D	D	D
421320	Brick, stone, & related construction materials whsle .....	16	D	D	D	b	D	D	D
4213202	Sand, gravel, & stone whsle .....	8	7 576	1 810	280	48	3 213	1 863	2 273
4213203	Cement, lime, & related products whsle .....	3	D	D	D	a	D	D	D
42133	Roofing, siding, & insulation material whsle .....	7	47 327	4 881	1 009	107	8 094	3 141	2 828
421330	Roofing, siding, & insulation material whsle .....	7	47 327	4 881	1 009	107	8 094	3 141	2 828
4213301	Roofing, siding, & insulation material whsle .....	7	47 327	4 881	1 009	107	8 094	3 141	2 828
42139	Other construction materials whsle .....	6	D	D	D	b	D	D	D
421390	Other construction materials whsle .....	6	D	D	D	b	D	D	D
4214	Professional & commercial equipment & supplies whsle .....	284	1 276 073	161 440	38 029	3 248	277 484	51 029	61 342
42141	Photographic equipment & supplies whsle .....	8	D	D	D	c	D	D	D
421410	Photographic equipment & supplies whsle .....	8	D	D	D	c	D	D	D
42142	Office equipment whsle .....	36	67 337	13 487	3 055	384	22 427	7 461	8 090
421420	Office equipment whsle .....	36	67 337	13 487	3 055	384	22 427	7 461	8 090

**Table 1. Summary Statistics for the State: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A]

NAICS code	Geographic area, type of operation, and kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1996 inventories <sup>f</sup> (\$1,000)	End-of-1997 inventories <sup>f</sup> (\$1,000)
<b>NEW HAMPSHIRE—Con.</b>									
<b>42</b>	<b>Wholesale trade—Con.</b>								
421	Wholesale trade, durable goods—Con.								
4214	Professional & commercial equipment & supplies whsle—Con.								
42143	Computer & computer peripheral equipment & software whsle . . . . .	156	985 143	117 723	28 116	2 044	199 856	23 809	27 984
421430	Computer & computer peripheral equipment & software whsle . . . . .	156	985 143	117 723	28 116	2 044	199 856	23 809	27 984
4214301	Computer & peripheral equipment whsle . . . . .	115	D	D	D	g	D	D	D
42143011	Computers & peripheral equipment for resale . . . . .	49	D	D	D	e	D	D	D
42143012	Computers & peripheral equipment for end use . . . . .	66	651 234	68 185	17 388	1 213	112 302	10 961	10 296
4214302	Computer software (packaged) whsle . . . . .	41	D	D	D	e	D	D	D
42144	Other commercial equipment whsle . . . . .	23	D	D	D	c	D	D	D
421440	Other commercial equipment whsle . . . . .	23	D	D	D	c	D	D	D
4214401	Restaurant & hotel equipment & supplies whsle . . . . .	17	24 309	2 392	539	88	4 477	2 162	2 340
42145	Medical, dental, & hospital equipment & supplies whsle . . . . .	37	75 036	8 084	1 902	221	14 880	6 308	6 037
421450	Medical, dental, & hospital equipment & supplies whsle . . . . .	37	75 036	8 084	1 902	221	14 880	6 308	6 037
4214501	Surgical, medical, & hospital supplies whsle . . . . .	35	D	D	D	c	D	D	D
42146	Ophthalmic goods whsle . . . . .	6	14 141	4 254	747	114	6 474	1 119	1 145
421460	Ophthalmic goods whsle . . . . .	6	14 141	4 254	747	114	6 474	1 119	1 145
42149	Other professional equipment & supplies whsle . . . . .	18	D	D	D	c	D	D	D
421490	Other professional equipment & supplies whsle . . . . .	18	D	D	D	c	D	D	D
4214901	Religious & school supplies whsle . . . . .	3	D	D	D	c	D	D	D
4214902	Other professional equipment & supplies whsle . . . . .	15	D	D	D	b	D	D	D
4215	Metal & mineral (except petroleum) whsle . . . . .	43	187 072	18 609	4 135	472	35 004	22 755	24 243
42151	Metal service centers & offices . . . . .	43	187 072	18 609	4 135	472	35 004	22 755	24 243
421510	Metal service centers & offices . . . . .	43	187 072	18 609	4 135	472	35 004	22 755	24 243
4215101	Ferrous metal service centers & sales offices . . . . .	38	D	D	D	e	D	D	D
42151011	Ferrous metal service centers . . . . .	27	159 602	16 818	3 710	435	31 895	22 318	23 794
42151012	Ferrous metal sales offices . . . . .	11	D	D	D	b	D	D	D
4216	Electrical goods whsle . . . . .	258	1 294 883	95 543	23 814	2 332	180 320	42 474	44 972
42161	Electrical apparatus & equip, wiring supp, & const material whsle . . . . .	81	492 336	27 377	6 639	620	56 146	20 725	20 541
421610	Electrical apparatus & equip, wiring supp, & const material whsle . . . . .	81	492 336	27 377	6 639	620	56 146	20 725	20 541
42162	Electrical appliance, television & radio set whsle . . . . .	14	30 413	2 329	441	56	4 831	2 609	3 018
421620	Electrical appliance, television & radio set whsle . . . . .	14	30 413	2 329	441	56	4 831	2 609	3 018
42169	Other electronic parts & equipment whsle . . . . .	163	772 134	65 837	16 734	1 656	119 343	19 140	21 413
421690	Other electronic parts & equipment whsle . . . . .	163	772 134	65 837	16 734	1 656	119 343	19 140	21 413
4216901	Communications equipment & supplies whsle . . . . .	58	113 609	30 445	8 266	820	55 115	4 440	5 002
4216902	Electronic parts (excluding communications equipment) whsle . . . . .	105	658 525	35 392	8 468	836	64 228	14 700	16 411
4217	Hardware, & plumbing & heating equipment & supplies whsle . . . . .	91	520 329	40 168	9 397	1 366	69 595	55 320	57 018
42171	Hardware whsle . . . . .	42	D	D	D	f	D	D	D
421710	Hardware whsle . . . . .	42	D	D	D	f	D	D	D
42172	Plumbing & heating equipment & supplies (hydronics) whsle . . . . .	26	83 778	6 872	1 617	273	12 697	7 843	9 152
421720	Plumbing & heating equipment & supplies (hydronics) whsle . . . . .	26	83 778	6 872	1 617	273	12 697	7 843	9 152
42173	Warm air heating & air-conditioning equipment & supplies whsle . . . . .	17	D	D	D	c	D	D	D
421730	Warm air heating & air-conditioning equipment & supplies whsle . . . . .	17	D	D	D	c	D	D	D
42174	Refrigeration equipment & supplies whsle . . . . .	6	D	D	D	b	D	D	D
421740	Refrigeration equipment & supplies whsle . . . . .	6	D	D	D	b	D	D	D



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<b>NEW HAMPSHIRE—Con.</b>									
<b>42</b>	<b>Wholesale trade—Con.</b>								
421	Wholesale trade, durable goods—Con.								
4218	Machinery, equipment, & supplies whsle .....	349	989 769	108 611	23 767	2 788	216 887	123 113	128 903
42181	Construction & mining (except petroleum) machinery & equip whsle .....	36	D	D	D	e	D	D	D
421810	Construction & mining (except petroleum) machinery & equip whsle .....	36	D	D	D	e	D	D	D
42182	Farm & garden machinery & equipment whsle .....	19	40 065	5 043	1 102	195	10 223	14 335	15 092
421820	Farm & garden machinery & equipment whsle .....	19	40 065	5 043	1 102	195	10 223	14 335	15 092
4218201	Farm machinery & equipment—farm dealers .....	12	19 719	3 065	659	113	4 924	8 192	8 882
4218202	Farm machinery & equipment—whsle distributors .....	6	D	D	D	b	D	D	D
42183	Industrial machinery & equipment whsle .....	193	526 862	61 581	12 890	1 394	122 224	46 890	43 332
421830	Industrial machinery & equipment whsle .....	193	526 862	61 581	12 890	1 394	122 224	46 890	43 332
4218302	Hydraulic & pneumatic (fluid-power) machinery & equipment whsle .....	19	D	D	D	c	D	D	D
42183021	Hydraulic & pneumatic pumps & motors whsle .....	9	14 706	1 354	359	44	2 456	1 459	1 490
42183022	Hydraulic & pneumatic parts, accessories, & supplies whsle .....	10	D	D	D	b	D	D	D
4218303	General-purpose industrial machinery & equipment whsle .....	70	152 534	19 464	4 496	454	40 262	19 917	16 877
4218304	Metalworking machinery & equipment whsle .....	25	120 268	12 955	2 472	291	28 130	10 180	10 184
4218305	Materials handling equipment whsle .....	13	27 240	3 386	602	95	5 780	1 571	1 535
4218307	Other industrial machinery & equipment whsle .....	57	189 536	20 635	4 107	410	38 811	12 058	10 972
42184	Industrial supplies whsle .....	48	100 374	12 924	2 976	336	23 615	10 513	11 328
421840	Industrial supplies whsle .....	48	100 374	12 924	2 976	336	23 615	10 513	11 328
4218402	Mechanical power transmission supplies whsle .....	12	48 541	6 756	1 443	162	11 643	6 018	6 683
4218406	Other industrial supplies whsle .....	21	34 106	4 288	1 037	124	8 626	3 643	3 750
42185	Service establishment equipment & supplies whsle .....	30	100 706	10 185	2 446	381	17 362	8 128	9 658
421850	Service establishment equipment & supplies whsle .....	30	100 706	10 185	2 446	381	17 362	8 128	9 658
4218501	Beauty & barber shop equipment & supplies whsle ...	8	D	D	D	c	D	D	D
4218502	Custodial, janitors' equipment & supplies whsle .....	8	17 038	957	167	39	1 693	467	453
4218503	Laundry & dry-cleaning equipment & supplies whsle ...	4	52 725	3 773	980	109	6 794	1 220	2 225
42186	Transportation equipment & supplies (exc motor vehicle) whsle .....	23	D	D	D	b	D	D	D
421860	Transportation equipment & supplies (exc motor vehicle) whsle .....	23	D	D	D	b	D	D	D
4218601	Aircraft & aeronautical equipment & supplies whsle ...	18	D	D	D	b	D	D	D
4219	Miscellaneous durable goods whsle ...	165	387 150	29 724	7 024	970	86 451	61 580	53 237
42191	Sporting & recreational goods & supplies whsle .....	44	249 484	13 935	3 478	454	51 671	49 280	40 378
421910	Sporting & recreational goods & supplies whsle .....	44	249 484	13 935	3 478	454	51 671	49 280	40 378
42192	Toy & hobby goods & supplies whsle .....	14	D	D	D	b	D	D	D
421920	Toy & hobby goods & supplies whsle .....	14	D	D	D	b	D	D	D
42193	Recyclable material whsle .....	35	53 868	7 649	1 708	253	15 557	3 075	2 772
421930	Recyclable material whsle .....	35	53 868	7 649	1 708	253	15 557	3 075	2 772
4219301	Iron & steel scrap processors & dealers .....	10	D	D	D	b	D	D	D
42193012	Iron & steel scrap processors (not using power processing equip) .....	9	D	D	D	b	D	D	D
4219303	Other recyclable material whsle .....	19	34 970	4 693	1 131	150	9 423	2 364	1 862
42194	Jewelry/watch/silverware/precious stone, & precious metal whsle .....	21	D	D	D	b	D	D	D
421940	Jewelry/watch/silverware/precious stone, & precious metal whsle ...	21	D	D	D	b	D	D	D
4219401	Jewelry, watch, diamonds, precious stone, & silverware whsle .....	20	D	D	D	b	D	D	D
42199	Other miscellaneous durable goods whsle .....	51	D	D	D	c	D	D	D
421990	Other miscellaneous durable goods whsle .....	51	D	D	D	c	D	D	D
4219902	Forest products (except lumber) whsle .....	23	37 472	2 639	649	93	6 824	1 663	2 004

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<b>NEW HAMPSHIRE—Con.</b>									
<b>42</b>	<b>Wholesale trade—Con.</b>								
422	Wholesale trade, nondurable goods .....	601	5 473 681	340 008	78 408	9 038	717 076	444 370	423 933
4221	Paper & paper product whsle .....	78	331 955	33 387	7 754	832	61 126	19 606	22 012
42211	Printing & writing paper whsle .....	16	91 654	5 651	1 524	114	9 933	1 859	1 781
422110	Printing & writing paper whsle .....	16	91 654	5 651	1 524	114	9 933	1 859	1 781
42212	Stationery & office supplies whsle ..	44	157 156	16 279	3 968	469	32 831	13 871	15 819
422120	Stationery & office supplies whsle ..	44	157 156	16 279	3 968	469	32 831	13 871	15 819
42213	Industrial & personal service paper whsle .....	18	83 145	11 457	2 262	249	18 362	3 876	4 412
422130	Industrial & personal service paper whsle .....	18	83 145	11 457	2 262	249	18 362	3 876	4 412
4222	Drugs, & druggists' sundries whsle .....	20	D	D	D	e	D	D	D
42221	Drugs, & druggists' sundries whsle ..	20	D	D	D	e	D	D	D
422210	Drugs, & druggists' sundries whsle .....	20	D	D	D	e	D	D	D
4222102	Specialty-line drug, pharmaceutical, cosmetic, & toiletries whsle .....	10	D	D	D	c	D	D	D
4223	Apparel, piece goods, & notions whsle ..	62	962 261	62 738	16 227	1 436	137 765	154 763	160 482
42231	Piece goods, notions, & other dry goods whsle .....	10	33 165	2 188	504	73	5 361	4 064	4 131
422310	Piece goods, notions, & other dry goods whsle .....	10	33 165	2 188	504	73	5 361	4 064	4 131
4223101	Piece goods—jobbers .....	6	D	D	D	b	D	D	D
4223102	Notions & other dry goods whsle .....	4	D	D	D	b	D	D	D
42232	Men's & boys' clothing & furnishings whsle .....	19	D	D	D	c	D	D	D
422320	Men's & boys' clothing & furnishings whsle .....	19	D	D	D	c	D	D	D
42233	Women's, children's, & infants' clothing & accessories whsle .....	14	D	D	D	b	D	D	D
422330	Women's, children's, & infants' clothing & accessories whsle .....	14	D	D	D	b	D	D	D
42234	Footwear whsle .....	19	886 348	54 251	14 020	1 116	119 414	145 399	149 964
422340	Footwear whsle .....	19	886 348	54 251	14 020	1 116	119 414	145 399	149 964
4224	Grocery & related products whsle .....	169	2 082 334	112 120	24 526	3 155	239 298	83 708	88 822
42241	General-line grocery whsle .....	11	302 166	20 378	4 427	544	42 994	19 511	19 918
422410	General-line grocery whsle .....	11	302 166	20 378	4 427	544	42 994	19 511	19 918
4224103	Other general-line grocery whsle .....	10	D	D	D	f	D	D	D
42242	Packaged frozen food whsle .....	16	192 644	3 245	538	70	6 783	10 698	11 964
422420	Packaged frozen food whsle .....	16	192 644	3 245	538	70	6 783	10 698	11 964
42243	Dairy products, (except dried or canned) whsle .....	8	35 151	3 130	555	91	7 106	1 128	1 123
422430	Dairy products, (except dried or canned) whsle .....	8	35 151	3 130	555	91	7 106	1 128	1 123
4224302	Dairy product (except raw milk) whsle .....	8	35 151	3 130	555	91	7 106	1 128	1 123
42244	Poultry & poultry product whsle .....	11	292 827	8 575	1 642	273	14 700	1 016	1 224
422440	Poultry & poultry product whsle .....	11	292 827	8 575	1 642	273	14 700	1 016	1 224
4224401	Live poultry whsle .....	3	D	D	D	b	D	D	D
4224402	Poultry & poultry product (except live) whsle .....	8	D	D	D	c	D	D	D
42245	Confectionery whsle .....	12	94 703	13 628	2 493	404	19 661	5 536	9 854
422450	Confectionery whsle .....	12	94 703	13 628	2 493	404	19 661	5 536	9 854
42246	Fish & seafood whsle .....	17	D	D	D	b	D	D	D
422460	Fish & seafood whsle .....	17	D	D	D	b	D	D	D
42247	Meat & meat product whsle .....	5	D	D	D	b	D	D	D
422470	Meat & meat product whsle .....	5	D	D	D	b	D	D	D
42248	Fresh fruit & vegetable whsle .....	10	24 290	2 865	683	122	7 171	457	560
422480	Fresh fruit & vegetable whsle .....	10	24 290	2 865	683	122	7 171	457	560
42249	Other grocery & related products whsle .....	79	D	D	D	g	D	D	D
422490	Other grocery & related products whsle .....	79	D	D	D	g	D	D	D
4224902	Bread & baked goods whsle .....	27	71 942	7 918	1 925	245	18 446	606	542
4224903	Soft drinks whsle .....	17	D	D	D	f	D	D	D
4224905	Food & beverage basic materials whsle .....	5	188 971	4 005	1 063	69	20 575	7 190	4 694
4224906	Other grocery specialties whsle .....	20	D	D	D	e	D	D	D
4225	Farm-product raw material whsle .....	3	D	D	D	a	D	D	D
42251	Grain & field bean whsle .....	1	D	D	D	a	D	D	D
422510	Grain & field bean whsle .....	1	D	D	D	a	D	D	D
42252	Livestock whsle .....	1	D	D	D	a	D	D	D
422520	Livestock whsle .....	1	D	D	D	a	D	D	D
42259	Other farm product raw material whsle .....	1	D	D	D	a	D	D	D
422590	Other farm product raw material whsle .....	1	D	D	D	a	D	D	D

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<b>NEW HAMPSHIRE—Con.</b>									
<b>42</b>	<b>Wholesale trade—Con.</b>								
422	Wholesale trade, nondurable goods—Con.								
4226	Chemical & allied products whsle . . . . .	100	338 065	35 707	8 657	711	74 463	29 220	29 871
42261	Plastics materials & basic forms & shapes whsle . . . . .	35	125 835	11 163	2 293	188	23 450	11 968	12 157
422610	Plastics materials & basic forms & shapes whsle . . . . .	35	125 835	11 163	2 293	188	23 450	11 968	12 157
42269	Other chemical & allied products whsle . . . . .	65	212 230	24 544	6 364	523	51 013	17 252	17 714
422690	Other chemical & allied products whsle . . . . .	65	212 230	24 544	6 364	523	51 013	17 252	17 714
4226901	Industrial gases (except LP) whsle . . . . .	13	31 309	5 394	1 345	160	10 881	1 894	1 837
4226902	Other chemical & allied products whsle . . . . .	52	180 921	19 150	5 019	363	40 132	15 358	15 877
4227	Petroleum & petroleum products whsle . . . . .	34	D	D	D	f	D	D	D
42271	Petroleum bulk stations & terminals . . . . .	16	344 790	12 580	2 778	410	26 242	61 382	40 952
422710	Petroleum bulk stations & terminals . . . . .	16	344 790	12 580	2 778	410	26 242	61 382	40 952
4227101	Petroleum bulk stations & terminals (except LP) . . . . .	15	D	D	D	e	D	D	D
42271011	Petroleum bulk stations (except LP) . . . . .	8	D	D	D	c	D	D	D
42271012	Petroleum bulk terminals (except LP) . . . . .	7	D	D	D	c	D	D	D
42272	Petroleum & petroleum prod whsle (exc bulk stations & terminals) . . . . .	18	D	D	D	e	D	D	D
422720	Petroleum & petroleum prod whsle (exc bulk stations & terminals) . . . . .	18	D	D	D	e	D	D	D
4228	Beer, wine, & distilled alcoholic beverage whsle . . . . .	21	397 878	29 159	6 056	719	69 274	11 585	12 532
42281	Beer & ale whsle . . . . .	10	209 276	24 694	5 030	599	61 863	10 871	11 072
422810	Beer & ale whsle . . . . .	10	209 276	24 694	5 030	599	61 863	10 871	11 072
42282	Wine & distilled alcoholic beverage whsle . . . . .	11	188 602	4 465	1 026	120	7 411	714	1 460
422820	Wine & distilled alcoholic beverage whsle . . . . .	11	188 602	4 465	1 026	120	7 411	714	1 460
4228201	Wine & distilled alcoholic bev (licensed operation) whsle . . . . .	11	188 602	4 465	1 026	120	7 411	714	1 460
4229	Miscellaneous nondurable goods whsle . . . . .	114	D	D	D	g	D	D	D
42291	Farm supplies whsle . . . . .	11	D	D	D	b	D	D	D
422910	Farm supplies whsle . . . . .	11	D	D	D	b	D	D	D
42292	Book, periodical, & newspaper whsle . . . . .	27	113 137	13 526	3 048	495	22 736	6 437	7 943
422920	Book, periodical, & newspaper whsle . . . . .	27	113 137	13 526	3 048	495	22 736	6 437	7 943
42293	Flower, nursery stock, & florists' supplies whsle . . . . .	13	D	D	D	b	D	D	D
422930	Flower, nursery stock, & florists' supplies whsle . . . . .	13	D	D	D	b	D	D	D
42294	Tobacco & tobacco product whsle . . . . .	5	114 289	4 013	957	181	7 568	5 762	6 009
422940	Tobacco & tobacco product whsle . . . . .	5	114 289	4 013	957	181	7 568	5 762	6 009
42295	Paint, varnish, & supplies whsle . . . . .	4	1 251	290	57	19	642	117	121
422950	Paint, varnish, & supplies whsle . . . . .	4	1 251	290	57	19	642	117	121
4229501	Paint, varnish, & supplies whsle . . . . .	4	1 251	290	57	19	642	117	121
42299	Other miscellaneous nondurable goods whsle . . . . .	54	D	D	D	e	D	D	D
422990	Other miscellaneous nondurable goods whsle . . . . .	54	D	D	D	e	D	D	D
4229901	Art goods whsle . . . . .	17	13 176	2 071	356	73	4 183	1 723	1 973
4229904	Other nondurable goods whsle . . . . .	25	D	D	D	c	D	D	D
	<b>Merchant wholesalers . . . . .</b>	<b>1 641</b>	<b>7 618 221</b>	<b>658 138</b>	<b>148 209</b>	<b>17 850</b>	<b>1 320 767</b>	<b>816 354</b>	<b>815 688</b>
421	Wholesale trade, durable goods . . . . .	1 171	3 896 930	400 976	89 428	10 753	769 658	420 162	446 898
4211	Motor vehicle & motor vehicle parts & supplies whsle . . . . .	105	349 175	36 574	8 230	1 315	70 962	54 505	61 868
42111	Automobile & other motor vehicle whsle . . . . .	30	D	D	D	f	D	D	D
421110	Automobile & other motor vehicle whsle . . . . .	30	D	D	D	f	D	D	D
4211103	Light truck & van (14,000 lb or less) whsle . . . . .	3	D	D	D	b	D	D	D
4211104	Medium truck & tractor (14,001 lb to 26,000 lb) whsle . . . . .	4	35 835	3 581	541	126	6 452	6 754	7 301
4211105	Heavy truck & tractor (over 26,000 lb) whsle . . . . .	11	D	D	D	e	D	D	D
42112	Motor vehicle supplies & new parts whsle . . . . .	29	D	D	D	e	D	D	D
421120	Motor vehicle supplies & new parts whsle . . . . .	29	D	D	D	e	D	D	D
4211201	Motor vehicle supplies & new parts—warehouse distributors . . . . .	12	D	D	D	c	D	D	D
4211202	Motor vehicle supplies & new parts—jobbers . . . . .	17	D	D	D	c	D	D	D
42113	Tire & tube whsle . . . . .	17	D	D	D	c	D	D	D
421130	Tire & tube whsle . . . . .	17	D	D	D	c	D	D	D

**Table 1. Summary Statistics for the State: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A]

NAICS code	Geographic area, type of operation, and kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1996 inventories <sup>f</sup> (\$1,000)	End-of-1997 inventories <sup>f</sup> (\$1,000)
<b>NEW HAMPSHIRE—Con.</b>									
<b>Merchant wholesalers—Con.</b>									
<b>Wholesale trade, durable goods—Con.</b>									
421	Wholesale trade, durable goods—Con.								
4211	Motor vehicle & motor vehicle parts & supplies whsle—Con.								
42114	Motor vehicle parts, (used) whsle . . .	29	D	D	D	c	D	D	D
421140	Motor vehicle parts, (used) whsle . . .	29	D	D	D	c	D	D	D
4212	Furniture & home furnishings whsle . . .	44	D	D	D	e	D	D	D
42121	Furniture whsle . . . . .	19	D	D	D	c	D	D	D
421210	Furniture whsle . . . . .	19	D	D	D	c	D	D	D
4212101	Household & lawn furniture whsle . . . . .	7	D	D	D	b	D	D	D
4212102	Office & business furniture whsle . . . . .	12	D	D	D	c	D	D	D
42122	Home furnishings whsle . . . . .	25	D	D	D	c	D	D	D
421220	Home furnishings whsle . . . . .	25	D	D	D	c	D	D	D
4212204	Other home furnishings whsle . . . . .	9	D	D	D	b	D	D	D
4213	Lumber & other construction materials whsle . . . . .	58	688 943	29 834	6 481	651	45 951	32 345	34 782
42131	Lumber, plywood, millwork, & wood panel whsle . . . . .	39	636 875	22 667	5 064	469	33 192	27 264	29 989
421310	Lumber, plywood, millwork, & wood panel whsle . . . . .	39	636 875	22 667	5 064	469	33 192	27 264	29 989
4213101	Lumber without yard whsle . . . . .	15	D	D	D	c	D	D	D
4213102	Lumber with yard whsle . . . . .	9	D	D	D	c	D	D	D
4213103	Plywood, veneer, millwork, & wood panel whsle . . . . .	15	87 332	4 639	1 008	153	7 958	3 482	4 250
42132	Brick, stone, & related construction materials whsle . . . . .	10	D	D	D	b	D	D	D
421320	Brick, stone, & related construction materials whsle . . . . .	10	D	D	D	b	D	D	D
42133	Roofing, siding, & insulation material whsle . . . . .	4	D	D	D	b	D	D	D
421330	Roofing, siding, & insulation material whsle . . . . .	4	D	D	D	b	D	D	D
4213301	Roofing, siding, & insulation material whsle . . . . .	4	D	D	D	b	D	D	D
42139	Other construction materials whsle . . . . .	5	D	D	D	b	D	D	D
421390	Other construction materials whsle . . . . .	5	D	D	D	b	D	D	D
4214	Professional & commercial equipment & supplies whsle . . . . .	243	800 072	108 231	24 283	2 454	193 062	49 287	60 797
42141	Photographic equipment & supplies whsle . . . . .	7	D	D	D	c	D	D	D
421410	Photographic equipment & supplies whsle . . . . .	7	D	D	D	c	D	D	D
42142	Office equipment whsle . . . . .	30	D	D	D	e	D	D	D
421420	Office equipment whsle . . . . .	30	D	D	D	e	D	D	D
42143	Computer & computer peripheral equipment & software whsle . . . . .	136	569 132	69 413	15 695	1 359	123 812	22 483	27 832
421430	Computer & computer peripheral equipment & software whsle . . . . .	136	569 132	69 413	15 695	1 359	123 812	22 483	27 832
4214301	Computer & peripheral equipment whsle . . . . .	96	D	D	D	f	D	D	D
42143011	Computers & peripheral equipment for resale . . . . .	43	D	D	D	e	D	D	D
42143012	Computers & peripheral equipment for end use . . . . .	53	D	D	D	f	D	D	D
4214302	Computer software (packaged) whsle . . . . .	40	D	D	D	e	D	D	D
42144	Other commercial equipment whsle . . . . .	22	D	D	D	c	D	D	D
421440	Other commercial equipment whsle . . . . .	22	D	D	D	c	D	D	D
4214401	Restaurant & hotel equipment & supplies whsle . . . . .	16	D	D	D	b	D	D	D
42145	Medical, dental, & hospital equipment & supplies whsle . . . . .	27	48 444	6 090	1 327	185	11 366	6 178	5 872
421450	Medical, dental, & hospital equipment & supplies whsle . . . . .	27	48 444	6 090	1 327	185	11 366	6 178	5 872
4214501	Surgical, medical, & hospital supplies whsle . . . . .	25	D	D	D	c	D	D	D
42146	Ophthalmic goods whsle . . . . .	6	14 141	4 254	747	114	6 474	1 119	1 145
421460	Ophthalmic goods whsle . . . . .	6	14 141	4 254	747	114	6 474	1 119	1 145
42149	Other professional equipment & supplies whsle . . . . .	15	D	D	D	c	D	D	D
421490	Other professional equipment & supplies whsle . . . . .	15	D	D	D	c	D	D	D
4214901	Religious & school supplies whsle . . . . .	3	D	D	D	c	D	D	D
4214902	Other professional equipment & supplies whsle . . . . .	12	D	D	D	b	D	D	D
4215	Metal & mineral (except petroleum) whsle . . . . .	35	115 542	14 767	3 193	368	26 235	13 378	14 538
42151	Metal service centers & offices . . . . .	35	115 542	14 767	3 193	368	26 235	13 378	14 538
421510	Metal service centers & offices . . . . .	35	115 542	14 767	3 193	368	26 235	13 378	14 538
4215101	Ferrous metal service centers & sales offices . . . . .	32	D	D	D	e	D	D	D
42151011	Ferrous metal service centers . . . . .	24	D	D	D	e	D	D	D

**Table 1. Summary Statistics for the State: 1997—Con.**

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<b>NEW HAMPSHIRE—Con.</b>									
<b>Merchant wholesalers—Con.</b>									
Wholesale trade, durable goods—Con.									
421	Electrical goods whsle . . . . .	174	425 980	56 093	12 992	1 461	100 170	35 236	37 625
4216	Electrical apparatus & equip, wiring								
42161	supp. & const material whsle . . . . .	49	111 834	12 290	3 029	342	23 458	14 281	13 996
421610	Electrical apparatus & equip,								
	wiring supp. & const material								
	whsle . . . . .	49	111 834	12 290	3 029	342	23 458	14 281	13 996
42162	Electrical appliance, television &								
421620	radio set whsle . . . . .	12	D	D	D	b	D	D	D
	Electrical appliance, television &								
	radio set whsle . . . . .	12	D	D	D	b	D	D	D
42169	Other electronic parts & equipment								
421690	whsle . . . . .	113	D	D	D	g	D	D	D
4216901	Other electronic parts & equipment								
	whsle . . . . .	113	D	D	D	g	D	D	D
4216901	Communications equipment &								
	supplies whsle . . . . .	45	58 108	15 369	2 958	370	24 501	3 764	4 262
4216902	Electronic parts (excluding								
	communications equipment)								
	whsle . . . . .	68	D	D	D	f	D	D	D
4217	Hardware, & plumbing & heating								
42171	equipment & supplies whsle . . . . .	75	369 986	23 791	5 515	735	44 348	50 002	51 651
421710	Hardware whsle . . . . .	38	D	D	D	f	D	D	D
421710	Hardware whsle . . . . .	38	D	D	D	f	D	D	D
42172	Plumbing & heating equipment &								
421720	supplies (hydronics) whsle . . . . .	17	D	D	D	b	D	D	D
	Plumbing & heating equipment &								
	supplies (hydronics) whsle . . . . .	17	D	D	D	b	D	D	D
42173	Warm air heating & air-conditioning								
421730	equipment & supplies whsle . . . . .	15	D	D	D	c	D	D	D
	Warm air heating & air-								
	conditioning equipment &								
	supplies whsle . . . . .	15	D	D	D	c	D	D	D
42174	Refrigeration equipment & supplies								
421740	whsle . . . . .	5	2 714	552	117	20	937	576	615
	Refrigeration equipment &								
	supplies whsle . . . . .	5	2 714	552	117	20	937	576	615
4218	Machinery, equipment, & supplies								
42181	whsle . . . . .	294	742 673	96 204	20 755	2 566	191 122	114 088	121 493
421810	Construction & mining (except								
	petroleum) machinery & equip								
	whsle . . . . .	33	D	D	D	e	D	D	D
421810	Construction & mining (except								
	petroleum) machinery & equip								
	whsle . . . . .	33	D	D	D	e	D	D	D
42182	Farm & garden machinery &								
421820	equipment whsle . . . . .	19	40 065	5 043	1 102	195	10 223	14 335	15 092
4218201	Farm & garden machinery &								
	equipment whsle . . . . .	19	40 065	5 043	1 102	195	10 223	14 335	15 092
4218201	Farm machinery & equipment—								
	farm dealers . . . . .	12	19 719	3 065	659	113	4 924	8 192	8 882
4218202	Farm machinery & equipment—								
	whsle distributors . . . . .	6	D	D	D	b	D	D	D
42183	Industrial machinery & equipment								
421830	whsle . . . . .	151	348 237	51 134	10 380	1 206	99 786	39 080	37 162
4218302	Industrial machinery & equipment								
	whsle . . . . .	151	348 237	51 134	10 380	1 206	99 786	39 080	37 162
4218302	Hydraulic & pneumatic (fluid-								
	power) machinery & equipment								
	whsle . . . . .	17	D	D	D	c	D	D	D
42183022	Hydraulic & pneumatic parts,								
	accessories, & supplies								
	whsle . . . . .	10	D	D	D	b	D	D	D
4218303	General-purpose industrial								
	machinery & equipment whsle .	56	103 697	15 079	3 530	381	29 644	16 178	14 031
4218304	Metalworking machinery &								
	equipment whsle . . . . .	23	D	D	D	e	D	D	D
4218305	Materials handling equipment								
	whsle . . . . .	11	D	D	D	b	D	D	D
4218307	Other industrial machinery &								
	equipment whsle . . . . .	37	79 624	15 415	2 746	311	28 439	7 992	7 651
42184	Industrial supplies whsle . . . . .	44	D	D	D	e	D	D	D
421840	Industrial supplies whsle . . . . .	44	D	D	D	e	D	D	D
4218402	Mechanical power transmission								
	supplies whsle . . . . .	11	D	D	D	c	D	D	D
4218406	Other industrial supplies whsle .	21	34 106	4 288	1 037	124	8 626	3 643	3 750
42185	Service establishment equipment &								
	supplies whsle . . . . .	25	D	D	D	e	D	D	D
421850	Service establishment equipment								
	& supplies whsle . . . . .	25	D	D	D	e	D	D	D
4218501	Beauty & barber shop								
	equipment & supplies whsle . . .	8	D	D	D	c	D	D	D
4218503	Laundry & dry-cleaning								
	equipment & supplies whsle . . .	3	D	D	D	c	D	D	D
42186	Transportation equipment & supplies								
421860	(exc motor vehicle) whsle . . . . .	22	D	D	D	b	D	D	D
	Transportation equipment &								
	supplies (exc motor vehicle)								
	whsle . . . . .	22	D	D	D	b	D	D	D
4218601	Aircraft & aeronautical								
	equipment & supplies whsle . . .	17	D	D	D	b	D	D	D



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<b>NEW HAMPSHIRE—Con.</b>									
<b>Merchant wholesalers—Con.</b>									
<b>Wholesale trade, durable goods—Con.</b>									
421	Miscellaneous durable goods whsle ...	143	D	D	D	f	D	D	D
4219	Sporting & recreational goods & supplies whsle .....	32	D	D	D	e	D	D	D
421910	Sporting & recreational goods & supplies whsle .....	32	D	D	D	e	D	D	D
42192	Toy & hobby goods & supplies whsle .....	14	D	D	D	b	D	D	D
421920	Toy & hobby goods & supplies whsle .....	14	D	D	D	b	D	D	D
42193	Recyclable material whsle .....	35	53 868	7 649	1 708	253	15 557	3 075	2 772
421930	Recyclable material whsle .....	35	53 868	7 649	1 708	253	15 557	3 075	2 772
4219301	Iron & steel scrap processors & dealers .....	10	D	D	D	b	D	D	D
42193012	Iron & steel scrap processors (not using power processing equip) .....	9	D	D	D	b	D	D	D
4219303	Other recyclable material whsle .....	19	34 970	4 693	1 131	150	9 423	2 364	1 862
42194	Jewelry/watch/silverware/precious stone, & precious metal whsle .....	17	D	D	D	b	D	D	D
421940	Jewelry/watch/silverware/precious stone, & precious metal whsle .....	17	D	D	D	b	D	D	D
4219401	Jewelry, watch, diamonds, precious stone, & silverware whsle .....	16	D	D	D	b	D	D	D
42199	Other miscellaneous durable goods whsle .....	45	D	D	D	c	D	D	D
421990	Other miscellaneous durable goods whsle .....	45	D	D	D	c	D	D	D
4219902	Forest products (except lumber) whsle .....	21	D	D	D	b	D	D	D
422	Wholesale trade, nondurable goods .....	470	3 721 291	257 162	58 781	7 097	551 109	396 192	368 790
4221	Paper & paper product whsle .....	58	232 708	28 990	6 676	740	51 368	19 606	22 012
42211	Printing & writing paper whsle .....	12	D	D	D	c	D	D	D
422110	Printing & writing paper whsle .....	12	D	D	D	c	D	D	D
42212	Stationery & office supplies whsle ...	30	110 701	13 054	3 172	397	25 272	13 871	15 819
422120	Stationery & office supplies whsle .....	30	110 701	13 054	3 172	397	25 272	13 871	15 819
42213	Industrial & personal service paper whsle .....	16	D	D	D	c	D	D	D
422130	Industrial & personal service paper whsle .....	16	D	D	D	c	D	D	D
4222	Drugs, & druggists' sundries whsle ...	17	D	D	D	c	D	D	D
42221	Drugs, & druggists' sundries whsle ..	17	D	D	D	c	D	D	D
422210	Drugs, & druggists' sundries whsle .....	17	D	D	D	c	D	D	D
4223	Apparel, piece goods, & notions whsle ..	51	834 751	49 684	13 084	1 189	111 890	130 282	131 398
42231	Piece goods, notions, & other dry goods whsle .....	7	D	D	D	b	D	D	D
422310	Piece goods, notions, & other dry goods whsle .....	7	D	D	D	b	D	D	D
4223102	Notions & other dry goods whsle .....	3	D	D	D	b	D	D	D
42232	Men's & boys' clothing & furnishings whsle .....	17	D	D	D	c	D	D	D
422320	Men's & boys' clothing & furnishings whsle .....	17	D	D	D	c	D	D	D
42233	Women's, children's, & infants' clothing & accessories whsle .....	12	D	D	D	b	D	D	D
422330	Women's, children's, & infants' clothing & accessories whsle .....	12	D	D	D	b	D	D	D
42234	Footwear whsle .....	15	D	D	D	f	D	D	D
422340	Footwear whsle .....	15	D	D	D	f	D	D	D
4224	Grocery & related products whsle .....	122	1 033 099	69 226	14 315	2 053	152 287	63 288	66 706
42241	General-line grocery whsle .....	8	D	D	D	f	D	D	D
422410	General-line grocery whsle .....	8	D	D	D	f	D	D	D
4224103	Other general-line grocery whsle .....	7	D	D	D	f	D	D	D
42242	Packaged frozen food whsle .....	11	D	D	D	b	D	D	D
422420	Packaged frozen food whsle .....	11	D	D	D	b	D	D	D
42243	Dairy products, (except dried or canned) whsle .....	7	D	D	D	b	D	D	D
422430	Dairy products, (except dried or canned) whsle .....	7	D	D	D	b	D	D	D
4224302	Dairy product (except raw milk) whsle .....	7	D	D	D	b	D	D	D
42244	Poultry & poultry product whsle .....	9	D	D	D	c	D	D	D
422440	Poultry & poultry product whsle ...	9	D	D	D	c	D	D	D
4224402	Poultry & poultry product (except live) whsle .....	7	D	D	D	c	D	D	D
42245	Confectionery whsle .....	9	D	D	D	c	D	D	D
422450	Confectionery whsle .....	9	D	D	D	c	D	D	D
42246	Fish & seafood whsle .....	16	D	D	D	b	D	D	D
422460	Fish & seafood whsle .....	16	D	D	D	b	D	D	D
42247	Meat & meat product whsle .....	4	D	D	D	b	D	D	D
422470	Meat & meat product whsle .....	4	D	D	D	b	D	D	D

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<b>NEW HAMPSHIRE—Con.</b>									
<b>Merchant wholesalers—Con.</b>									
422	Wholesale trade, nondurable goods—Con.								
4224	Grocery & related products whsle—Con.								
42248	Fresh fruit & vegetable whsle .....	10	24 290	2 865	683	122	7 171	457	560
422480	Fresh fruit & vegetable whsle .....	10	24 290	2 865	683	122	7 171	457	560
42249	Other grocery & related products whsle .....	48	D	D	D	f	D	D	D
422490	Other grocery & related products whsle .....	48	D	D	D	f	D	D	D
4224902	Bread & baked goods whsle ....	12	D	D	D	b	D	D	D
4224903	Soft drinks whsle .....	8	D	D	D	c	D	D	D
4224905	Food & beverage basic materials whsle .....	3	D	D	D	b	D	D	D
4224906	Other grocery specialties whsle .	16	D	D	D	e	D	D	D
4225	Farm-product raw material whsle .....	3	D	D	D	a	D	D	D
42251	Grain & field bean whsle .....	1	D	D	D	a	D	D	D
422510	Grain & field bean whsle .....	1	D	D	D	a	D	D	D
42252	Livestock whsle .....	1	D	D	D	a	D	D	D
422520	Livestock whsle .....	1	D	D	D	a	D	D	D
42259	Other farm product raw material whsle .....	1	D	D	D	a	D	D	D
422590	Other farm product raw material whsle .....	1	D	D	D	a	D	D	D
4226	Chemical & allied products whsle .....	77	244 116	26 567	6 440	496	56 145	26 869	27 573
42261	Plastics materials & basic forms & shapes whsle .....	27	97 773	10 381	2 126	175	22 104	11 776	11 959
422610	Plastics materials & basic forms & shapes whsle .....	27	97 773	10 381	2 126	175	22 104	11 776	11 959
42269	Other chemical & allied products whsle .....	50	146 343	16 186	4 314	321	34 041	15 093	15 614
422690	Other chemical & allied products whsle .....	50	146 343	16 186	4 314	321	34 041	15 093	15 614
4226902	Other chemical & allied products whsle .....	42	D	D	D	e	D	D	D
4227	Petroleum & petroleum products whsle .....	32	D	D	D	f	D	D	D
42271	Petroleum bulk stations & terminals .	16	344 790	12 580	2 778	410	26 242	61 382	40 952
422710	Petroleum bulk stations & terminals .....	16	344 790	12 580	2 778	410	26 242	61 382	40 952
4227101	Petroleum bulk stations & terminals (except LP) .....	15	D	D	D	e	D	D	D
42271011	Petroleum bulk stations (except LP) .....	8	D	D	D	c	D	D	D
42271012	Petroleum bulk terminals (except LP) .....	7	D	D	D	c	D	D	D
42272	Petroleum & petroleum prod whsle (exc bulk stations & terminals) .....	16	D	D	D	c	D	D	D
422720	Petroleum & petroleum prod whsle (exc bulk stations & terminals) ...	16	D	D	D	c	D	D	D
4228	Beer, wine, & distilled alcoholic beverage whsle .....	16	D	D	D	f	D	D	D
42281	Beer & ale whsle .....	10	209 276	24 694	5 030	599	61 863	10 871	11 072
422810	Beer & ale whsle .....	10	209 276	24 694	5 030	599	61 863	10 871	11 072
42282	Wine & distilled alcoholic beverage whsle .....	6	D	D	D	b	D	D	D
422820	Wine & distilled alcoholic beverage whsle .....	6	D	D	D	b	D	D	D
4229	Miscellaneous nondurable goods whsle .....	94	D	D	D	g	D	D	D
42291	Farm supplies whsle .....	10	D	D	D	b	D	D	D
422910	Farm supplies whsle .....	10	D	D	D	b	D	D	D
42292	Book, periodical, & newspaper whsle .....	21	D	D	D	e	D	D	D
422920	Book, periodical, & newspaper whsle .....	21	D	D	D	e	D	D	D
42293	Flower, nursery stock, & florists' supplies whsle .....	11	D	D	D	b	D	D	D
422930	Flower, nursery stock, & florists' supplies whsle .....	11	D	D	D	b	D	D	D
42294	Tobacco & tobacco product whsle ...	5	114 289	4 013	957	181	7 568	5 762	6 009
422940	Tobacco & tobacco product whsle.	5	114 289	4 013	957	181	7 568	5 762	6 009
42295	Paint, varnish, & supplies whsle ....	4	1 251	290	57	19	642	117	121
422950	Paint, varnish, & supplies whsle ..	4	1 251	290	57	19	642	117	121
4229501	Paint, varnish, & supplies whsle .....	4	1 251	290	57	19	642	117	121
42299	Other miscellaneous nondurable goods whsle .....	43	D	D	D	c	D	D	D
422990	Other miscellaneous nondurable goods whsle .....	43	D	D	D	c	D	D	D
4229901	Art goods whsle .....	13	D	D	D	b	D	D	D
4229904	Other nondurable goods whsle .	18	D	D	D	c	D	D	D

**Table 1. Summary Statistics for the State: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A]

NAICS code	Geographic area, type of operation, and kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1996 inventories <sup>f</sup> (\$1,000)	End-of-1997 inventories <sup>f</sup> (\$1,000)
<b>NEW HAMPSHIRE—Con.</b>									
	<b>Manufacturers' sales branches and sales offices . . .</b>	<b>146</b>	<b>2 465 846</b>	<b>180 133</b>	<b>45 795</b>	<b>4 004</b>	<b>342 906</b>	<b>82 063</b>	<b>87 670</b>
421	Wholesale trade, durable goods . . . . .	81	1 283 537	107 794	28 514	2 316	196 083	35 053	33 987
4213	Lumber & other construction materials whsle . . . . .	8	D	D	D	b	D	D	D
4214	Professional & commercial equipment & supplies whsle . . . . .	18	D	D	D	f	D	D	D
42143	Computer & computer peripheral equipment & software whsle . . . . .	13	D	D	D	f	D	D	D
421430	Computer & computer peripheral equipment & software whsle . . . . .	13	D	D	D	f	D	D	D
4214301	Computer & peripheral equipment whsle . . . . .	13	D	D	D	f	D	D	D
42143012	Computers & peripheral equipment for end use . . . . .	9	D	D	D	f	D	D	D
4215	Metal & mineral (except petroleum) whsle . . . . .	3	D	D	D	b	D	D	D
42151	Metal service centers & offices . . . . .	3	D	D	D	b	D	D	D
421510	Metal service centers & offices . . . . .	3	D	D	D	b	D	D	D
4216	Electrical goods whsle . . . . .	26	D	D	D	f	D	D	D
42161	Electrical apparatus & equip, wiring supp, & const material whsle . . . . .	12	D	D	D	c	D	D	D
421610	Electrical apparatus & equip, wiring supp, & const material whsle . . . . .	12	D	D	D	c	D	D	D
42169	Other electronic parts & equipment whsle . . . . .	14	D	D	D	e	D	D	D
421690	Other electronic parts & equipment whsle . . . . .	14	D	D	D	e	D	D	D
4216902	Electronic parts (excluding communications equipment) whsle . . . . .	6	D	D	D	b	D	D	D
4217	Hardware, & plumbing & heating equipment & supplies whsle . . . . .	5	D	D	D	f	D	D	D
4218	Machinery, equipment, & supplies whsle . . . . .	18	150 994	7 475	1 936	125	16 594	8 676	7 156
42183	Industrial machinery & equipment whsle . . . . .	15	D	D	D	c	D	D	D
421830	Industrial machinery & equipment whsle . . . . .	15	D	D	D	c	D	D	D
4218307	Other industrial machinery & equipment whsle . . . . .	7	86 886	3 946	994	67	8 144	3 730	3 075
42185	Service establishment equipment & supplies whsle . . . . .	1	D	D	D	a	D	D	D
421850	Service establishment equipment & supplies whsle . . . . .	1	D	D	D	a	D	D	D
4218503	Laundry & dry-cleaning equipment & supplies whsle . . . . .	1	D	D	D	a	D	D	D
4219	Miscellaneous durable goods whsle . . . . .	3	D	D	D	a	D	D	D
422	Wholesale trade, nondurable goods . . . . .	65	1 182 309	72 339	17 281	1 688	146 823	47 010	53 683
4221	Paper & paper product whsle . . . . .	11	D	D	D	b	D	D	D
4222	Drugs, & druggists' sundries whsle . . . . .	2	D	D	D	c	D	D	D
4223	Apparel, piece goods, & notions whsle . . . . .	2	D	D	D	c	D	D	D
4224	Grocery & related products whsle . . . . .	28	799 216	39 917	9 562	1 034	81 703	20 152	21 881
42249	Other grocery & related products whsle . . . . .	25	D	D	D	f	D	D	D
422490	Other grocery & related products whsle . . . . .	25	D	D	D	f	D	D	D
4224902	Bread & baked goods whsle . . . . .	13	D	D	D	c	D	D	D
4224903	Soft drinks whsle . . . . .	9	D	D	D	f	D	D	D
4224905	Food & beverage basic materials whsle . . . . .	1	D	D	D	a	D	D	D
4224906	Other grocery specialties whsle . . . . .	1	D	D	D	a	D	D	D
4226	Chemical & allied products whsle . . . . .	14	67 690	8 357	2 045	202	17 023	2 349	2 292
42269	Other chemical & allied products whsle . . . . .	12	D	D	D	c	D	D	D
422690	Other chemical & allied products whsle . . . . .	12	D	D	D	c	D	D	D
4227	Petroleum & petroleum products whsle . . . . .	2	D	D	D	a	D	D	D
4228	Beer, wine, & distilled alcoholic beverage whsle . . . . .	1	D	D	D	a	D	D	D
4229	Miscellaneous nondurable goods whsle . . . . .	5	D	D	D	b	D	D	D

**Table 1. Summary Statistics for the State: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A]

NAICS code	Geographic area, type of operation, and kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1996 inventories <sup>f</sup> (\$1,000)	End-of-1997 inventories <sup>f</sup> (\$1,000)
<b>NEW HAMPSHIRE—Con.</b>									
	<b>Agents, brokers, and commission merchants . . . . .</b>	<b>246</b>	<b>1 287 045</b>	<b>36 754</b>	<b>8 180</b>	<b>777</b>	<b>68 056</b>	<b>1 853</b>	<b>2 119</b>
421	Wholesale trade, durable goods . . . . .	180	716 964	26 247	5 834	524	48 912	685	659
4211	Motor vehicle & motor vehicle parts & supplies whsle . . . . .	6	18 135	485	111	11	1 377	—	—
4212	Furniture & home furnishings whsle . . . . .	13	D	D	D	b	D	D	D
4213	Lumber & other construction materials whsle . . . . .	8	D	D	D	b	D	D	D
4214	Professional & commercial equipment & supplies whsle . . . . .	23	D	D	D	b	D	D	D
4215	Metal & mineral (except petroleum) whsle . . . . .	5	D	D	D	a	D	D	D
4216	Electrical goods whsle . . . . .	58	D	D	D	c	D	D	D
42161	Electrical apparatus & equip, wiring supp, & const material whsle . . . . .	20	D	D	D	b	D	D	D
421610	Electrical apparatus & equip, wiring supp, & const material whsle . . . . .	20	D	D	D	b	D	D	D
42169	Other electronic parts & equipment whsle . . . . .	36	D	D	D	c	D	D	D
421690	Other electronic parts & equipment whsle . . . . .	36	D	D	D	c	D	D	D
4216902	Electronic parts (excluding communications equipment) whsle . . . . .	31	D	D	D	c	D	D	D
4217	Hardware, & plumbing & heating equipment & supplies whsle . . . . .	11	D	D	D	b	D	D	D
42172	Plumbing & heating equipment & supplies (hydronics) whsle . . . . .	7	D	D	D	b	D	D	D
421720	Plumbing & heating equipment & supplies (hydronics) whsle . . . . .	7	D	D	D	b	D	D	D
4218	Machinery, equipment, & supplies whsle . . . . .	37	96 102	4 932	1 076	97	9 171	349	254
42183	Industrial machinery & equipment whsle . . . . .	27	D	D	D	b	D	D	D
421830	Industrial machinery & equipment whsle . . . . .	27	D	D	D	b	D	D	D
4218303	General-purpose industrial machinery & equipment whsle . . . . .	11	D	D	D	b	D	D	D
4218307	Other industrial machinery & equipment whsle . . . . .	13	23 026	1 274	367	32	2 228	336	246
42184	Industrial supplies whsle . . . . .	3	D	D	D	a	D	D	D
421840	Industrial supplies whsle . . . . .	3	D	D	D	a	D	D	D
42185	Service establishment equipment & supplies whsle . . . . .	4	D	D	D	a	D	D	D
421850	Service establishment equipment & supplies whsle . . . . .	4	D	D	D	a	D	D	D
4219	Miscellaneous durable goods whsle . . . . .	19	D	D	D	b	D	D	D
42191	Sporting & recreational goods & supplies whsle . . . . .	11	D	D	D	b	D	D	D
421910	Sporting & recreational goods & supplies whsle . . . . .	11	D	D	D	b	D	D	D
42199	Other miscellaneous durable goods whsle . . . . .	6	D	D	D	a	D	D	D
421990	Other miscellaneous durable goods whsle . . . . .	6	D	D	D	a	D	D	D
422	Wholesale trade, nondurable goods . . . . .	66	570 081	10 507	2 346	253	19 144	1 168	1 460
4221	Paper & paper product whsle . . . . .	9	D	D	D	b	D	D	D
42212	Stationery & office supplies whsle . . . . .	8	D	D	D	b	D	D	D
422120	Stationery & office supplies whsle . . . . .	8	D	D	D	b	D	D	D
4222	Drugs, & druggists' sundries whsle . . . . .	1	D	D	D	a	D	D	D
4223	Apparel, piece goods, & notions whsle . . . . .	9	D	D	D	a	D	D	D
4224	Grocery & related products whsle . . . . .	19	250 019	2 977	649	68	5 308	268	235
42244	Poultry & poultry product whsle . . . . .	2	D	D	D	b	D	D	D
422440	Poultry & poultry product whsle . . . . .	2	D	D	D	b	D	D	D
4224401	Live poultry whsle . . . . .	1	D	D	D	b	D	D	D
4226	Chemical & allied products whsle . . . . .	9	26 259	783	172	13	1 295	2	6
4228	Beer, wine, & distilled alcoholic beverage whsle . . . . .	4	D	D	D	b	D	D	D
42282	Wine & distilled alcoholic beverage whsle . . . . .	4	D	D	D	b	D	D	D
422820	Wine & distilled alcoholic beverage whsle . . . . .	4	D	D	D	b	D	D	D
4228201	Wine & distilled alcoholic bev (licensed operation) whsle . . . . .	4	D	D	D	b	D	D	D
4229	Miscellaneous nondurable goods whsle . . . . .	15	D	D	D	b	D	D	D
42299	Other miscellaneous nondurable goods whsle . . . . .	11	D	D	D	b	D	D	D
422990	Other miscellaneous nondurable goods whsle . . . . .	11	D	D	D	b	D	D	D
4229904	Other nondurable goods whsle . . . . .	7	D	D	D	a	D	D	D

**Table 2. Percent of Sales Data Based on Administrative Records and Estimation for the State: 1997**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A]

NAICS code	Geographic area and kind of business	All types of operation percent of sales—		Merchant wholesalers percent of sales—		Manufacturers' sales branches and offices percent of sales—		Agents, brokers, and commission merchants percent of sales—	
		From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>
<b>NEW HAMPSHIRE</b>									
<b>42</b>	<b>Wholesale trade .....</b>	<b>2.8</b>	<b>2.6</b>	<b>4.0</b>	<b>3.0</b>	<b>—</b>	<b>2.1</b>	<b>.4</b>	<b>1.2</b>
421	Wholesale trade, durable goods .....	3.5	3.4	5.2	3.7	—	3.2	.5	2.0
4211	Motor vehicle & motor vehicle parts & supplies whsle .....	4.1	2.4	4.3	2.5	—	—	—	—
42111	Automobile & other motor vehicle whsle .....	.6	1.5	D	D	—	—	—	—
421110	Automobile & other motor vehicle whsle .....	.6	1.5	D	D	—	—	—	—
4211103	Light truck & van (14,000 lb or less) whsle ..	D	D	D	D	—	—	—	—
4211104	Medium truck & tractor (14,001 lb to 26,000 lb) whsle .....	1.2	—	1.2	—	—	—	—	—
4211105	Heavy truck & tractor (over 26,000 lb) whsle .....	—	—	D	D	—	—	—	—
42112	Motor vehicle supplies & new parts whsle .....	12.9	7.6	D	D	—	—	—	—
421120	Motor vehicle supplies & new parts whsle ..	12.9	7.6	D	D	—	—	—	—
4211201	Motor vehicle supplies & new parts—warehouse distributors .....	9.5	3.2	D	D	—	—	—	—
4211202	Motor vehicle supplies & new parts—jobbers .....	16.3	11.9	D	D	—	—	—	—
42113	Tire & tube whsle .....	D	D	D	D	—	—	—	—
421130	Tire & tube whsle .....	D	D	D	D	—	—	—	—
42114	Motor vehicle parts, (used) whsle .....	D	D	D	D	—	—	—	—
421140	Motor vehicle parts, (used) whsle .....	D	D	D	D	—	—	—	—
4212	Furniture & home furnishings whsle .....	6.7	1.5	D	D	—	—	D	D
42121	Furniture whsle .....	D	D	D	D	—	—	—	—
421210	Furniture whsle .....	D	D	D	D	—	—	—	—
4212101	Household & lawn furniture whsle .....	D	D	D	D	—	—	—	—
4212102	Office & business furniture whsle .....	D	D	D	D	—	—	—	—
42122	Home furnishings whsle .....	D	D	D	D	—	—	—	—
421220	Home furnishings whsle .....	D	D	D	D	—	—	—	—
4212201	Household china, glassware, & crockery whsle .....	16.1	1.7	—	—	—	—	—	—
4212204	Other home furnishings whsle .....	D	D	D	D	—	—	—	—
4213	Lumber & other construction materials whsle .....	1.0	.8	1.1	.9	D	D	D	D
42131	Lumber, plywood, millwork, & wood panel whsle .....	.6	.7	.7	.8	—	—	—	—
421310	Lumber, plywood, millwork, & wood panel whsle .....	.6	.7	.7	.8	—	—	—	—
4213101	Lumber without yard whsle .....	D	D	D	D	—	—	—	—
4213102	Lumber with yard whsle .....	D	D	D	D	—	—	—	—
4213103	Plywood, veneer, millwork, & wood panel whsle .....	2.0	.8	3.4	1.4	—	—	—	—
42132	Brick, stone, & related construction materials whsle .....	D	D	D	D	—	—	—	—
421320	Brick, stone, & related construction materials whsle .....	D	D	D	D	—	—	—	—
4213202	Sand, gravel, & stone whsle .....	—	—	—	—	—	—	—	—
4213203	Cement, lime, & related products whsle ..	D	D	—	—	—	—	—	—
42133	Roofing, siding, & insulation material whsle .....	1.5	1.5	D	D	—	—	—	—
421330	Roofing, siding, & insulation material whsle ..	1.5	1.5	D	D	—	—	—	—
4213301	Roofing, siding, & insulation material whsle .....	1.5	1.5	D	D	—	—	—	—
42139	Other construction materials whsle .....	D	D	D	D	—	—	—	—
421390	Other construction materials whsle .....	D	D	D	D	—	—	—	—
4214	Professional & commercial equipment & supplies whsle .....	2.0	5.1	3.1	6.9	D	D	D	D
42141	Photographic equipment & supplies whsle .....	D	D	D	D	—	—	—	—
421410	Photographic equipment & supplies whsle ..	D	D	D	D	—	—	—	—
42142	Office equipment whsle .....	2.5	14.6	D	D	—	—	—	—
421420	Office equipment whsle .....	2.5	14.6	D	D	—	—	—	—
42143	Computer & computer peripheral equipment & software whsle .....	1.7	5.2	2.9	7.3	D	D	—	—
421430	Computer & computer peripheral equipment & software whsle .....	1.7	5.2	2.9	7.3	D	D	—	—
4214301	Computer & peripheral equipment whsle ..	D	D	D	D	D	D	—	—
42143011	Computers & peripheral equipment for resale .....	D	D	D	D	—	—	—	—
42143012	Computers & peripheral equipment for end use .....	.9	3.9	D	D	D	D	—	—
4214302	Computer software (packaged) whsle .....	D	D	D	D	—	—	—	—
42144	Other commercial equipment whsle .....	D	D	D	D	—	—	—	—
421440	Other commercial equipment whsle .....	D	D	D	D	—	—	—	—
4214401	Restaurant & hotel equipment & supplies whsle .....	1.5	1.7	D	D	—	—	—	—
42145	Medical, dental, & hospital equipment & supplies whsle .....	3.8	5.1	5.9	7.9	—	—	—	—
421450	Medical, dental, & hospital equipment & supplies whsle .....	3.8	5.1	5.9	7.9	—	—	—	—
4214501	Surgical, medical, & hospital supplies whsle .....	D	D	D	D	—	—	—	—
42146	Ophthalmic goods whsle .....	2.4	—	2.4	—	—	—	—	—
421460	Ophthalmic goods whsle .....	2.4	—	2.4	—	—	—	—	—

See footnotes at end of table.



**Table 2. Percent of Sales Data Based on Administrative Records and Estimation for the State: 1997—Con.**

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NAICS code	Geographic area and kind of business	All types of operation percent of sales—		Merchant wholesalers percent of sales—		Manufacturers' sales branches and offices percent of sales—		Agents, brokers, and commission merchants percent of sales—	
		From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>
	<b>NEW HAMPSHIRE—Con.</b>								
<b>42</b>	<b>Wholesale trade—Con.</b>								
421	Wholesale trade, durable goods—Con.								
4214	Professional & commercial equipment & supplies whsle—Con.								
42149	Other professional equipment & supplies whsle .....	D	D	D	D	—	—	—	—
421490	Other professional equipment & supplies whsle .....	D	D	D	D	—	—	—	—
4214901	Religious & school supplies whsle .....	D	D	D	D	—	—	—	—
4214902	Other professional equipment & supplies whsle .....	D	D	D	D	—	—	—	—
4215	Metal & mineral (except petroleum) whsle .....	1.4	7.1	2.2	6.8	D	D	D	D
42151	Metal service centers & offices .....	1.4	7.1	2.2	6.8	D	D	—	—
421510	Metal service centers & offices .....	1.4	7.1	2.2	6.8	D	D	—	—
4215101	Ferrous metal service centers & sales offices .....	D	D	D	D	—	—	—	—
42151011	Ferrous metal service centers .....	—	7.7	D	D	—	—	—	—
42151012	Ferrous metal sales offices .....	D	D	—	—	—	—	—	—
4216	Electrical goods whsle .....	4.1	4.2	12.0	6.5	D	D	D	D
42161	Electrical apparatus & equip, wiring supp, & const material whsle .....	.8	3.9	3.7	12.6	D	D	D	D
421610	Electrical apparatus & equip, wiring supp, & const material whsle .....	.8	3.9	3.7	12.6	D	D	D	D
42162	Electrical appliance, television & radio set whsle .....	2.0	12.0	D	D	—	—	—	—
421620	Electrical appliance, television & radio set whsle .....	2.0	12.0	D	D	—	—	—	—
42169	Other electronic parts & equipment whsle .....	6.3	4.1	D	D	D	D	D	D
421690	Other electronic parts & equipment whsle .....	6.3	4.1	D	D	D	D	D	D
4216901	Communications equipment & supplies whsle .....	4.3	2.5	7.7	.2	—	—	—	—
4216902	Electronic parts (excluding communications equipment) whsle .....	6.6	4.4	D	D	D	D	D	D
4217	Hardware, & plumbing & heating equipment & supplies whsle .....	1.3	2.5	1.7	3.5	D	D	D	D
42171	Hardware whsle .....	D	D	D	D	—	—	—	—
421710	Hardware whsle .....	D	D	D	D	—	—	—	—
42172	Plumbing & heating equipment & supplies (hydronics) whsle .....	.7	1.1	D	D	—	—	D	D
421720	Plumbing & heating equipment & supplies (hydronics) whsle .....	.7	1.1	D	D	—	—	D	D
42173	Warm air heating & air-conditioning equipment & supplies whsle .....	D	D	D	D	—	—	—	—
421730	Warm air heating & air-conditioning equipment & supplies whsle .....	D	D	D	D	—	—	—	—
42174	Refrigeration equipment & supplies whsle .....	D	D	—	11.6	—	—	—	—
421740	Refrigeration equipment & supplies whsle .....	D	D	—	11.6	—	—	—	—
4218	Machinery, equipment, & supplies whsle .....	5.5	2.8	7.2	2.9	—	4.1	.8	.3
42181	Construction & mining (except petroleum) machinery & equip whsle .....	D	D	D	D	—	—	—	—
421810	Construction & mining (except petroleum) machinery & equip whsle .....	D	D	D	D	—	—	—	—
42182	Farm & garden machinery & equipment whsle .....	19.3	1.3	19.3	1.3	—	—	—	—
421820	Farm & garden machinery & equipment whsle .....	19.3	1.3	19.3	1.3	—	—	—	—
4218201	Farm machinery & equipment—farm dealers .....	21.3	2.2	21.3	2.2	—	—	—	—
4218202	Farm machinery & equipment—whsle distributors .....	D	D	D	D	—	—	—	—
42183	Industrial machinery & equipment whsle .....	6.9	3.1	10.4	3.8	D	D	D	D
421830	Industrial machinery & equipment whsle .....	6.9	3.1	10.4	3.8	D	D	D	D
4218302	Hydraulic & pneumatic (fluid-power) machinery & equipment whsle .....	D	D	D	D	—	—	—	—
42183021	Hydraulic & pneumatic pumps & motors whsle .....	19.0	—	—	—	—	—	—	—
42183022	Hydraulic & pneumatic parts, accessories, & supplies whsle .....	D	D	D	D	—	—	—	—
4218303	General-purpose industrial machinery & equipment whsle .....	1.6	5.5	2.3	8.0	—	—	D	D
4218304	Metalworking machinery & equipment whsle .....	21.8	.8	D	D	—	—	—	—
4218305	Materials handling equipment whsle .....	1.2	4.9	D	D	—	—	—	—
4218307	Other industrial machinery & equipment whsle .....	2.0	1.5	4.4	1.3	—	1.7	1.4	1.2
42184	Industrial supplies whsle .....	.8	1.5	D	D	—	—	D	D
421840	Industrial supplies whsle .....	.8	1.5	D	D	—	—	D	D
4218402	Mechanical power transmission supplies whsle .....	—	—	D	D	—	—	—	—
4218406	Other industrial supplies whsle .....	.2	.3	.2	.3	—	—	—	—

See footnotes at end of table.

**Table 2. Percent of Sales Data Based on Administrative Records and Estimation for the State: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A]

NAICS code	Geographic area and kind of business	All types of operation percent of sales—		Merchant wholesalers percent of sales—		Manufacturers' sales branches and offices percent of sales—		Agents, brokers, and commission merchants percent of sales—	
		From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>
	<b>NEW HAMPSHIRE—Con.</b>								
<b>42</b>	<b>Wholesale trade—Con.</b>								
421	Wholesale trade, durable goods—Con.								
4218	Machinery, equipment, & supplies whsle—Con.								
42185	Service establishment equipment & supplies whsle .....	1.6	1.4	D	D	D	D	D	D
421850	Service establishment equipment & supplies whsle .....	1.6	1.4	D	D	D	D	D	D
4218501	Beauty & barber shop equipment & supplies whsle .....	D	D	D	D	—	—	—	—
4218502	Custodial, janitors' equipment & supplies whsle .....	—	—	—	—	—	—	—	—
4218503	Laundry & dry-cleaning equipment & supplies whsle .....	—	2.7	D	D	D	D	—	—
42186	Transportation equipment & supplies (exc motor vehicle) whsle .....	D	D	D	D	—	—	—	—
421860	Transportation equipment & supplies (exc motor vehicle) whsle .....	D	D	D	D	—	—	—	—
4218601	Aircraft & aeronautical equipment & supplies whsle .....	D	D	D	D	—	—	—	—
4219	Miscellaneous durable goods whsle .....	8.7	2.1	D	D	D	D	D	D
42191	Sporting & recreational goods & supplies whsle .....	2.5	2.4	D	D	—	—	D	D
421910	Sporting & recreational goods & supplies whsle .....	2.5	2.4	D	D	—	—	D	D
42192	Toy & hobby goods & supplies whsle .....	D	D	D	D	—	—	—	—
421920	Toy & hobby goods & supplies whsle .....	D	D	D	D	—	—	—	—
42193	Recyclable material whsle .....	34.0	—	34.0	—	—	—	—	—
421930	Recyclable material whsle .....	34.0	—	34.0	—	—	—	—	—
4219301	Iron & steel scrap processors & dealers .....	D	D	D	D	—	—	—	—
42193012	Iron & steel scrap processors (not using power processing equip) .....	D	D	D	D	—	—	—	—
4219303	Other recyclable material whsle .....	45.2	—	45.2	—	—	—	—	—
42194	Jewelry/watch/silverware/precious stone, & precious metal whsle .....	D	D	D	D	—	—	—	—
421940	Jewelry/watch/silverware/precious stone, & precious metal whsle .....	D	D	D	D	—	—	—	—
4219401	Jewelry, watch, diamonds, precious stone, & silverware whsle .....	D	D	D	D	—	—	—	—
42199	Other miscellaneous durable goods whsle .....	D	D	D	D	—	—	D	D
421990	Other miscellaneous durable goods whsle .....	D	D	D	D	—	—	D	D
4219902	Forest products (except lumber) whsle .....	2.8	3.1	D	D	—	—	—	—
422	Wholesale trade, nondurable goods .....	2.0	1.7	2.9	2.2	—	1.0	.3	.1
4221	Paper & paper product whsle .....	4.6	5.4	5.9	4.7	D	D	D	D
42211	Printing & writing paper whsle .....	—	16.7	D	D	—	—	—	—
422110	Printing & writing paper whsle .....	—	16.7	D	D	—	—	—	—
42212	Stationery & office supplies whsle .....	5.1	.7	6.0	.2	—	—	D	D
422120	Stationery & office supplies whsle .....	5.1	.7	6.0	.2	—	—	D	D
42213	Industrial & personal service paper whsle .....	8.6	1.7	D	D	—	—	—	—
422130	Industrial & personal service paper whsle .....	8.6	1.7	D	D	—	—	—	—
4222	Drugs, & druggists' sundries whsle .....	D	D	D	D	D	D	D	D
42221	Drugs, & druggists' sundries whsle .....	D	D	D	D	—	—	—	—
422210	Drugs, & druggists' sundries whsle .....	D	D	D	D	—	—	—	—
4222102	Specialty-line drug, pharmaceutical, cosmetic, & toiletries whsle .....	D	D	—	—	—	—	—	—
4223	Apparel, piece goods, & notions whsle .....	.8	.9	1.0	.9	D	D	D	D
42231	Piece goods, notions, & other dry goods whsle .....	2.7	2.5	D	D	—	—	—	—
422310	Piece goods, notions, & other dry goods whsle .....	2.7	2.5	D	D	—	—	—	—
4223101	Piece goods—jobbers .....	D	D	—	—	—	—	—	—
4223102	Notions & other dry goods whsle .....	D	D	D	D	—	—	—	—
42232	Men's & boys' clothing & furnishings whsle .....	D	D	D	D	—	—	—	—
422320	Men's & boys' clothing & furnishings whsle .....	D	D	D	D	—	—	—	—
42233	Women's, children's, & infants' clothing & accessories whsle .....	D	D	D	D	—	—	—	—
422330	Women's, children's, & infants' clothing & accessories whsle .....	D	D	D	D	—	—	—	—
42234	Footwear whsle .....	.1	.7	D	D	—	—	—	—
422340	Footwear whsle .....	.1	.7	D	D	—	—	—	—

See footnotes at end of table.

**Table 2. Percent of Sales Data Based on Administrative Records and Estimation for the State: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A]

NAICS code	Geographic area and kind of business	All types of operation percent of sales—		Merchant wholesalers percent of sales—		Manufacturers' sales branches and offices percent of sales—		Agents, brokers, and commission merchants percent of sales—	
		From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>
	<b>NEW HAMPSHIRE—Con.</b>								
<b>42</b>	<b>Wholesale trade—Con.</b>								
422	Wholesale trade, nondurable goods—Con.								
4224	Grocery & related products whse .....	1.5	.5	2.9	.7	—	.4	.2	—
42241	General-line grocery whse .....	2.1	.1	D	D	—	—	—	—
422410	General-line grocery whse .....	2.1	.1	D	D	—	—	—	—
4224103	Other general-line grocery whse .....	D	D	D	D	—	—	—	—
42242	Packaged frozen food whse .....	—	.2	D	D	—	—	—	—
422420	Packaged frozen food whse .....	—	.2	D	D	—	—	—	—
42243	Dairy products, (except dried or canned) whse .....	1.7	8.3	D	D	—	—	—	—
422430	Dairy products, (except dried or canned) whse .....	1.7	8.3	D	D	—	—	—	—
4224302	Dairy product (except raw milk) whse .....	1.7	8.3	D	D	—	—	—	—
42244	Poultry & poultry product whse .....	1.3	.2	D	D	—	—	D	D
422440	Poultry & poultry product whse .....	1.3	.2	D	D	—	—	D	D
4224401	Live poultry whse .....	D	D	—	—	—	—	D	D
4224402	Poultry & poultry product (except live) whse .....	D	D	D	D	—	—	—	—
42245	Confectionery whse .....	1.7	—	D	D	—	—	—	—
422450	Confectionery whse .....	1.7	—	D	D	—	—	—	—
42246	Fish & seafood whse .....	D	D	D	D	—	—	—	—
422460	Fish & seafood whse .....	D	D	D	D	—	—	—	—
42247	Meat & meat product whse .....	D	D	D	D	—	—	—	—
422470	Meat & meat product whse .....	D	D	D	D	—	—	—	—
42248	Fresh fruit & vegetable whse .....	10.5	—	10.5	—	—	—	—	—
422480	Fresh fruit & vegetable whse .....	10.5	—	10.5	—	—	—	—	—
42249	Other grocery & related products whse .....	D	D	D	D	D	D	—	—
422490	Other grocery & related products whse .....	D	D	D	D	D	D	—	—
4224902	Bread & baked goods whse .....	4.9	1.6	D	D	D	D	—	—
4224903	Soft drinks whse .....	D	D	D	D	D	D	—	—
4224905	Food & beverage basic materials whse .....	—	—	D	D	D	D	—	—
4224906	Other grocery specialties whse .....	D	D	D	D	D	D	—	—
4225	Farm-product raw material whse .....	D	D	D	D	—	—	—	—
42251	Grain & field bean whse .....	D	D	D	D	—	—	—	—
422510	Grain & field bean whse .....	D	D	D	D	—	—	—	—
42252	Livestock whse .....	D	D	D	D	—	—	—	—
422520	Livestock whse .....	D	D	D	D	—	—	—	—
42259	Other farm product raw material whse .....	D	D	D	D	—	—	—	—
422590	Other farm product raw material whse .....	D	D	D	D	—	—	—	—
4226	Chemical & allied products whse .....	3.3	3.3	4.6	4.4	—	—	—	1.9
42261	Plastics materials & basic forms & shapes whse .....	2.5	.2	3.2	.3	—	—	—	—
422610	Plastics materials & basic forms & shapes whse .....	2.5	.2	3.2	.3	—	—	—	—
42269	Other chemical & allied products whse .....	3.8	5.2	5.5	7.2	D	D	—	—
422690	Other chemical & allied products whse .....	3.8	5.2	5.5	7.2	D	D	—	—
4226901	Industrial gases (except LP) whse .....	—	—	—	—	—	—	—	—
4226902	Other chemical & allied products whse .....	4.5	6.1	D	D	—	—	—	—
4227	Petroleum & petroleum products whse .....	D	D	D	D	D	D	—	—
42271	Petroleum bulk stations & terminals .....	2.1	—	2.1	—	—	—	—	—
422710	Petroleum bulk stations & terminals .....	2.1	—	2.1	—	—	—	—	—
4227101	Petroleum bulk stations & terminals (except LP) .....	D	D	D	D	—	—	—	—
42271011	Petroleum bulk stations (except LP) .....	D	D	D	D	—	—	—	—
42271012	Petroleum bulk terminals (except LP) .....	D	D	D	D	—	—	—	—
42272	Petroleum & petroleum prod whse (exc bulk stations & terminals) .....	D	D	D	D	—	—	—	—
422720	Petroleum & petroleum prod whse (exc bulk stations & terminals) .....	D	D	D	D	—	—	—	—
4228	Beer, wine, & distilled alcoholic beverage whse ..	.1	.2	D	D	D	D	D	D
42281	Beer & ale whse .....	—	—	—	—	—	—	—	—
422810	Beer & ale whse .....	—	—	—	—	—	—	—	—
42282	Wine & distilled alcoholic beverage whse .....	.3	.5	D	D	—	—	D	D
422820	Wine & distilled alcoholic beverage whse .....	.3	.5	D	D	—	—	D	D
4228201	Wine & distilled alcoholic bev (licensed operation) whse .....	.3	.5	—	—	—	—	D	D

See footnotes at end of table.

Table 2. **Percent of Sales Data Based on Administrative Records and Estimation for the State: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A]

NAICS code	Geographic area and kind of business	All types of operation percent of sales—		Merchant wholesalers percent of sales—		Manufacturers' sales branches and offices percent of sales—		Agents, brokers, and commission merchants percent of sales—	
		From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>
	<b>NEW HAMPSHIRE—Con.</b>								
<b>42</b>	<b>Wholesale trade—Con.</b>								
422	Wholesale trade, nondurable goods—Con.								
4229	Miscellaneous nondurable goods whsle . . . . .	D	D	D	D	D	D	D	D
42291	Farm supplies whsle . . . . .	D	D	D	D	—	—	—	—
422910	Farm supplies whsle . . . . .	D	D	D	D	—	—	—	—
42292	Book, periodical, & newspaper whsle . . . . .	.5	1.8	D	D	—	—	—	—
422920	Book, periodical, & newspaper whsle . . . . .	.5	1.8	D	D	—	—	—	—
42293	Flower, nursery stock, & florists' supplies whsle . . . . .	D	D	D	D	—	—	—	—
422930	Flower, nursery stock, & florists' supplies whsle . . . . .	D	D	D	D	—	—	—	—
42294	Tobacco & tobacco product whsle . . . . .	—	—	—	—	—	—	—	—
422940	Tobacco & tobacco product whsle . . . . .	—	—	—	—	—	—	—	—
42295	Paint, varnish, & supplies whsle . . . . .	—	—	—	—	—	—	—	—
422950	Paint, varnish, & supplies whsle . . . . .	—	—	—	—	—	—	—	—
4229501	Paint, varnish, & supplies whsle . . . . .	—	—	—	—	—	—	—	—
42299	Other miscellaneous nondurable goods whsle . . . . .	D	D	D	D	—	—	D	D
422990	Other miscellaneous nondurable goods whsle . . . . .	D	D	D	D	—	—	D	D
4229901	Art goods whsle . . . . .	1.8	—	D	D	—	—	—	—
4229904	Other nondurable goods whsle . . . . .	D	D	D	D	—	—	D	D

<sup>1</sup>Includes sales information obtained from administrative records of other Federal agencies.

<sup>2</sup>Includes sales information which was imputed based on historic company ratios or administrative records, or on industry averages.

**Table 3. Summary Statistics for Metropolitan Areas: 1997**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

NAICS code	Geographic area, type of operation, and kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1996 inventories <sup>f</sup> (\$1,000)	End-of-1997 inventories <sup>f</sup> (\$1,000)
	<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA</b>								
42	Wholesale trade .....	9 988	113 792 498	6 633 030	1 570 880	148 205	12 935 029	6 599 301	6 902 659
421	Wholesale trade, durable goods .....	6 671	D	D	D	l	D	D	D
4211	Motor vehicle & motor vehicle parts & supplies whsle .....	520	D	D	D	i	D	D	D
42111	Automobile & other motor vehicle whsle .....	106	11 915 459	82 513	16 433	2 361	157 200	264 997	250 260
421110	Automobile & other motor vehicle whsle .....	106	11 915 459	82 513	16 433	2 361	157 200	264 997	250 260
4211101	Automobile & motorcycle whsle .....	48	D	D	D	g	D	D	D
4211102	Bus & recreational vehicle whsle .....	8	D	D	D	b	D	D	D
4211103	Light truck & van (14,000 lb or less) whsle .....	12	D	D	D	e	D	D	D
4211104	Medium truck & tractor (14,001 lb to 26,000 lb) whsle .....	11	D	D	D	c	D	D	D
4211105	Heavy truck & tractor (over 26,000 lb) whsle .....	27	D	D	D	e	D	D	D
42112	Motor vehicle supplies & new parts whsle .....	229	D	D	D	h	D	D	D
421120	Motor vehicle supplies & new parts whsle .....	229	D	D	D	h	D	D	D
4211201	Motor vehicle supplies & new parts—warehouse distributors .....	84	D	D	D	f	D	D	D
4211202	Motor vehicle supplies & new parts—jobbers .....	133	D	D	D	g	D	D	D
4211203	Petroleum products marketing equipment whsle .....	12	D	D	D	b	D	D	D
42113	Tire & tube whsle .....	37	D	D	D	e	D	D	D
421130	Tire & tube whsle .....	37	D	D	D	e	D	D	D
42114	Motor vehicle parts, (used) whsle .....	148	D	D	D	g	D	D	D
421140	Motor vehicle parts, (used) whsle .....	148	D	D	D	g	D	D	D
4212	Furniture & home furnishings whsle .....	400	D	D	D	h	D	D	D
42121	Furniture whsle .....	180	D	D	D	g	D	D	D
421210	Furniture whsle .....	180	D	D	D	g	D	D	D
4212101	Household & lawn furniture whsle .....	74	D	D	D	e	D	D	D
4212102	Office & business furniture whsle .....	106	D	D	D	g	D	D	D
42122	Home furnishings whsle .....	220	D	D	D	g	D	D	D
421220	Home furnishings whsle .....	220	D	D	D	g	D	D	D
4212201	Household china, glassware, & crockery whsle .....	37	D	D	D	f	D	D	D
4212202	Linens, domestics, draperies, & curtains whsle .....	66	422 810	10 453	2 163	316	19 254	3 241	4 131
4212203	Floor coverings whsle .....	38	D	D	D	e	D	D	D
4212204	Other home furnishings whsle .....	79	D	D	D	f	D	D	D
4213	Lumber & other construction materials whsle .....	300	D	D	D	h	D	D	D
42131	Lumber, plywood, millwork, & wood panel whsle .....	151	D	D	D	g	D	D	D
421310	Lumber, plywood, millwork, & wood panel whsle .....	151	D	D	D	g	D	D	D
4213101	Lumber without yard whsle .....	33	D	D	D	e	D	D	D
4213102	Lumber with yard whsle .....	30	D	D	D	f	D	D	D
4213103	Plywood, veneer, millwork, & wood panel whsle .....	88	D	D	D	g	D	D	D
42132	Brick, stone, & related construction materials whsle .....	67	D	D	D	e	D	D	D
421320	Brick, stone, & related construction materials whsle .....	67	D	D	D	e	D	D	D
4213201	Brick, block, tile, clay/cement sewer pipe whsle .....	19	D	D	D	c	D	D	D
4213202	Sand, gravel, & stone whsle .....	26	D	D	D	c	D	D	D
4213203	Cement, lime, & related products whsle .....	22	D	D	D	c	D	D	D
42133	Roofing, siding, & insulation material whsle .....	27	210 262	17 765	3 173	320	31 463	14 990	20 482
421330	Roofing, siding, & insulation material whsle .....	27	210 262	17 765	3 173	320	31 463	14 990	20 482
4213301	Roofing, siding, & insulation material whsle .....	27	210 262	17 765	3 173	320	31 463	14 990	20 482
42139	Other construction materials whsle .....	55	D	D	D	e	D	D	D
421390	Other construction materials whsle .....	55	D	D	D	e	D	D	D
4213901	Flat glass & other construction glass whsle .....	13	D	D	D	c	D	D	D
4213902	Other construction materials whsle .....	42	D	D	D	e	D	D	D

**Table 3. Summary Statistics for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

NAICS code	Geographic area, type of operation, and kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1996 inventories <sup>f</sup> (\$1,000)	End-of-1997 inventories <sup>f</sup> (\$1,000)
	<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>								
<b>42</b>	<b>Wholesale trade—Con.</b>								
421	Wholesale trade, durable goods—Con.								
4214	Professional & commercial equipment & supplies whsle.....	1 435	D	D	D	k	D	D	D
42141	Photographic equipment & supplies whsle .....	53	D	D	D	f	D	D	D
421410	Photographic equipment & supplies whsle.....	53	D	D	D	f	D	D	D
42142	Office equipment whsle .....	154	D	D	D	h	D	D	D
421420	Office equipment whsle .....	154	D	D	D	h	D	D	D
42143	Computer & computer peripheral equipment & software whsle.....	691	D	D	D	j	D	D	D
421430	Computer & computer peripheral equipment & software whsle.....	691	D	D	D	j	D	D	D
4214301	Computer & peripheral equipment whsle.....	520	D	D	D	j	D	D	D
42143011	Computers & peripheral equipment for resale .....	229	D	D	D	h	D	D	D
42143012	Computers & peripheral equipment for end use .....	291	D	D	D	i	D	D	D
4214302	Computer software (packaged) whsle .....	171	D	D	D	g	D	D	D
42144	Other commercial equipment whsle .....	124	D	D	D	g	D	D	D
421440	Other commercial equipment whsle .....	124	D	D	D	g	D	D	D
4214401	Restaurant & hotel equipment & supplies whsle.....	74	D	D	D	f	D	D	D
4214402	Store machines & equipment whsle .....	50	D	D	D	e	D	D	D
42145	Medical, dental, & hospital equipment & supplies whsle.....	258	D	D	D	h	D	D	D
421450	Medical, dental, & hospital equipment & supplies whsle.....	258	D	D	D	h	D	D	D
4214501	Surgical, medical, & hospital supplies whsle.....	232	D	D	D	h	D	D	D
4214502	Dental equipment & supplies whsle .....	26	D	D	D	e	D	D	D
42146	Ophthalmic goods whsle .....	44	D	D	D	f	D	D	D
421460	Ophthalmic goods whsle .....	44	D	D	D	f	D	D	D
42149	Other professional equipment & supplies whsle.....	111	D	D	D	h	D	D	D
421490	Other professional equipment & supplies whsle.....	111	D	D	D	h	D	D	D
4214901	Religious & school supplies whsle .....	9	D	D	D	e	D	D	D
4214902	Other professional equipment & supplies whsle.....	102	D	D	D	g	D	D	D
4215	Metal & mineral (except petroleum) whsle .....	235	1 325 947	117 373	25 874	2 575	224 725	144 673	169 725
42151	Metal service centers & offices .....	230	D	D	D	h	D	D	D
421510	Metal service centers & offices .....	230	D	D	D	h	D	D	D
4215101	Ferrous metal service centers & sales offices.....	176	D	D	D	g	D	D	D
42151011	Ferrous metal service centers .....	106	722 517	70 205	17 042	1 804	134 405	96 780	104 627
42151012	Ferrous metal sales offices...	70	D	D	D	c	D	D	D
4215102	Nonferrous metal service centers & sales offices .....	54	D	D	D	e	D	D	D
42151021	Nonferrous metal service centers .....	33	D	D	D	e	D	D	D
42151022	Nonferrous metal sales offices .....	21	D	D	D	b	D	D	D
4216	Electrical goods whsle .....	1 234	D	D	D	j	D	D	D
42161	Electrical apparatus & equip, wiring supp, & const material whsle .....	358	D	D	D	h	D	D	D
421610	Electrical apparatus & equip, wiring supp, & const material whsle .....	358	D	D	D	h	D	D	D
42162	Electrical appliance, television & radio set whsle .....	107	1 711 793	52 877	13 276	1 195	171 999	188 381	185 551
421620	Electrical appliance, television & radio set whsle .....	107	1 711 793	52 877	13 276	1 195	171 999	188 381	185 551
42169	Other electronic parts & equipment whsle .....	769	D	D	D	j	D	D	D
421690	Other electronic parts & equipment whsle .....	769	D	D	D	j	D	D	D
4216901	Communications equipment & supplies whsle.....	253	D	D	D	i	D	D	D
4216902	Electronic parts (excluding communications equipment) whsle .....	516	D	D	D	i	D	D	D

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[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

NAICS code	Geographic area, type of operation, and kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1996 inventories <sup>f</sup> (\$1,000)	End-of-1997 inventories <sup>f</sup> (\$1,000)
	<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>								
<b>42</b>	<b>Wholesale trade—Con.</b>								
421	Wholesale trade, durable goods—Con.								
4217	Hardware, & plumbing & heating equipment & supplies whsle .....	468	D	D	D	i	D	D	D
42171	Hardware whsle .....	225	D	D	D	h	D	D	D
421710	Hardware whsle .....	225	D	D	D	h	D	D	D
42172	Plumbing & heating equipment & supplies (hydronics) whsle .....	123	D	D	D	g	D	D	D
421720	Plumbing & heating equipment & supplies (hydronics) whsle .....	123	D	D	D	g	D	D	D
42173	Warm air heating & air-conditioning equipment & supplies whsle .....	86	D	D	D	g	D	D	D
421730	Warm air heating & air-conditioning equipment & supplies whsle .....	86	D	D	D	g	D	D	D
42174	Refrigeration equipment & supplies whsle .....	34	D	D	D	e	D	D	D
421740	Refrigeration equipment & supplies whsle .....	34	D	D	D	e	D	D	D
4218	Machinery, equipment, & supplies whsle .....	1 354	D	D	D	j	D	D	D
42181	Construction & mining (except petroleum) machinery & equip whsle .....	76	D	D	D	g	D	D	D
421810	Construction & mining (except petroleum) machinery & equip whsle .....	76	D	D	D	g	D	D	D
42182	Farm & garden machinery & equipment whsle .....	31	D	D	D	e	D	D	D
421820	Farm & garden machinery & equipment whsle .....	31	D	D	D	e	D	D	D
4218201	Farm machinery & equipment—farm dealers .....	14	D	D	D	b	D	D	D
4218202	Farm machinery & equipment—whsle distributors .....	4	D	D	D	c	D	D	D
4218203	Lawn & garden machinery & equipment whsle .....	13	D	D	D	c	D	D	D
42183	Industrial machinery & equipment whsle .....	781	D	D	D	i	D	D	D
421830	Industrial machinery & equipment whsle .....	781	D	D	D	i	D	D	D
4218301	Food-processing machinery & equipment whsle .....	40	D	D	D	e	D	D	D
4218302	Hydraulic & pneumatic (fluid-power) machinery & equipment whsle .....	78	D	D	D	f	D	D	D
42183021	Hydraulic & pneumatic pumps & motors whsle .....	42	D	D	D	e	D	D	D
42183022	Hydraulic & pneumatic parts, accessories, & supplies whsle .....	36	D	D	D	e	D	D	D
4218303	General-purpose industrial machinery & equipment whsle ..	262	D	D	D	g	D	D	D
4218304	Metalworking machinery & equipment whsle .....	93	D	D	D	f	D	D	D
4218305	Materials handling equipment whsle .....	89	D	D	D	g	D	D	D
4218306	Oilwell, oil refinery, & pipeline mach, equip, & supplies whsle ..	11	D	D	D	b	D	D	D
4218307	Other industrial machinery & equipment whsle .....	208	945 985	104 784	25 406	2 278	192 486	86 305	87 994
42184	Industrial supplies whsle .....	275	D	D	D	h	D	D	D
421840	Industrial supplies whsle .....	275	D	D	D	h	D	D	D
4218401	General-line industrial supplies whsle .....	34	D	D	D	c	D	D	D
4218402	Mechanical power transmission supplies whsle .....	49	D	D	D	e	D	D	D
4218403	Welding supplies whsle .....	30	D	D	D	e	D	D	D
4218404	Industrial containers & supplies whsle .....	42	D	D	D	e	D	D	D
4218405	Industrial valves & fittings (except fluid-power) whsle .....	26	D	D	D	f	D	D	D
4218406	Other industrial supplies whsle ..	94	D	D	D	f	D	D	D
42185	Service establishment equipment & supplies whsle .....	147	D	D	D	g	D	D	D
421850	Service establishment equipment & supplies whsle .....	147	D	D	D	g	D	D	D
4218501	Beauty & barber shop equipment & supplies whsle ...	31	D	D	D	f	D	D	D
4218502	Custodial, janitors' equipment & supplies whsle .....	41	D	D	D	e	D	D	D
4218503	Laundry & dry-cleaning equipment & supplies whsle ...	19	D	D	D	c	D	D	D
4218504	Other service establishment equipment & supplies whsle ...	56	D	D	D	e	D	D	D

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<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>									
<b>42</b>	<b>Wholesale trade—Con.</b>								
421	Wholesale trade, durable goods—Con.								
4218	Machinery, equipment, & supplies whsle—Con.								
42186	Transportation equipment & supplies (exc motor vehicle) whsle . . . . .	44	D	D	D	c	D	D	D
421860	Transportation equipment & supplies (exc motor vehicle) whsle . . . . .	44	D	D	D	c	D	D	D
4218601	Aircraft & aeronautical equipment & supplies whsle . . . . .	23	D	D	D	c	D	D	D
4218602	Marine machinery, equipment, & supplies whsle . . . . .	18	D	D	D	c	D	D	D
4219	Miscellaneous durable goods whsle . . . . .	725	D	D	D	i	D	D	D
42191	Sporting & recreational goods & supplies whsle . . . . .	154	D	D	D	g	D	D	D
421910	Sporting & recreational goods & supplies whsle . . . . .	154	D	D	D	g	D	D	D
42192	Toy & hobby goods & supplies whsle . . . . .	65	285 801	13 660	2 848	319	33 486	13 590	19 989
421920	Toy & hobby goods & supplies whsle . . . . .	65	285 801	13 660	2 848	319	33 486	13 590	19 989
42193	Recyclable material whsle . . . . .	196	D	D	D	g	D	D	D
421930	Recyclable material whsle . . . . .	196	D	D	D	g	D	D	D
4219301	Iron & steel scrap processors & dealers . . . . .	51	D	D	D	f	D	D	D
42193011	Iron & steel scrap processors (using power processing equipment) . . . . .	26	D	D	D	e	D	D	D
42193012	Iron & steel scrap processors (not using power processing equip) . . . . .	25	D	D	D	c	D	D	D
4219302	Recyclable paper & paperboard whsle . . . . .	31	D	D	D	e	D	D	D
4219303	Other recyclable material whsle . . . . .	114	D	D	D	f	D	D	D
42194	Jewelry/watch/silverware/precious stone, & precious metal whsle . . . . .	120	D	D	D	f	D	D	D
421940	Jewelry/watch/silverware/precious stone, & precious metal whsle . . . . .	120	D	D	D	f	D	D	D
4219401	Jewelry, watch, diamonds, precious stone, & silverware whsle . . . . .	107	243 935	20 226	4 554	527	43 570	54 461	63 787
4219402	Precious metal (excluding ores) whsle . . . . .	13	D	D	D	b	D	D	D
42199	Other miscellaneous durable goods whsle . . . . .	190	D	D	D	g	D	D	D
421990	Other miscellaneous durable goods whsle . . . . .	190	D	D	D	g	D	D	D
4219901	Musical instruments & supplies whsle . . . . .	14	D	D	D	c	D	D	D
4219902	Forest products (except lumber) whsle . . . . .	17	D	D	D	c	D	D	D
4219903	General merchandise (durable goods) whsle . . . . .	47	D	D	D	c	D	D	D
4219904	Prerecorded media whsle . . . . .	39	D	D	D	f	D	D	D
42199041	Compact discs/prerecorded audio tapes, & phonograph records whsle . . . . .	33	D	D	D	e	D	D	D
42199042	Prerecorded video tapes whsle . . . . .	6	D	D	D	b	D	D	D
4219905	Fire extinguishers & fire safety equipment whsle . . . . .	20	D	D	D	c	D	D	D
4219906	Other durable goods whsle . . . . .	53	D	D	D	e	D	D	D
422	Wholesale trade, nondurable goods . . . . .	3 317	D	D	D	l	D	D	D
4221	Paper & paper product whsle . . . . .	428	D	D	D	i	D	D	D
42211	Printing & writing paper whsle . . . . .	66	1 166 338	40 406	9 688	711	74 843	34 751	34 011
422110	Printing & writing paper whsle . . . . .	66	1 166 338	40 406	9 688	711	74 843	34 751	34 011
42212	Stationery & office supplies whsle . . . . .	204	D	D	D	h	D	D	D
422120	Stationery & office supplies whsle . . . . .	204	D	D	D	h	D	D	D
42213	Industrial & personal service paper whsle . . . . .	158	D	D	D	g	D	D	D
422130	Industrial & personal service paper whsle . . . . .	158	D	D	D	g	D	D	D
4222	Drugs, & druggists' sundries whsle . . . . .	130	D	D	D	h	D	D	D
42221	Drugs, & druggists' sundries whsle . . . . .	130	D	D	D	h	D	D	D
422210	Drugs, & druggists' sundries whsle . . . . .	130	D	D	D	h	D	D	D
4222101	General-line drugs whsle . . . . .	57	D	D	D	g	D	D	D
4222102	Specialty-line drug, pharmaceutical, cosmetic, & toiletries whsle . . . . .	73	D	D	D	g	D	D	D



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	<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>								
<b>42</b>	<b>Wholesale trade—Con.</b>								
422	Wholesale trade, nondurable goods—Con.								
4223	Apparel, piece goods, & notions whsle .	440	D	D	D	i	D	D	D
42231	Piece goods, notions, & other dry goods whsle . . . . .	110	D	D	D	g	D	D	D
422310	Piece goods, notions, & other dry goods whsle . . . . .	110	D	D	D	g	D	D	D
4223101	Piece goods—jobbers . . . . .	76	D	D	D	f	D	D	D
4223102	Notions & other dry goods whsle . . . . .	34	D	D	D	c	D	D	D
42232	Men's & boys' clothing & furnishings whsle . . . . .	99	D	D	D	g	D	D	D
422320	Men's & boys' clothing & furnishings whsle . . . . .	99	D	D	D	g	D	D	D
42233	Women's, children's, & infants' clothing & accessories whsle . . . . .	135	D	D	D	g	D	D	D
422330	Women's, children's, & infants' clothing & accessories whsle . . . . .	135	D	D	D	g	D	D	D
42234	Footwear whsle . . . . .	96	5 360 238	269 714	59 306	4 681	677 070	793 225	759 901
422340	Footwear whsle . . . . .	96	5 360 238	269 714	59 306	4 681	677 070	793 225	759 901
4224	Grocery & related products whsle . . . . .	1 153	D	D	D	j	D	D	D
42241	General-line grocery whsle . . . . .	115	D	D	D	h	D	D	D
422410	General-line grocery whsle . . . . .	115	D	D	D	h	D	D	D
4224103	Other general-line grocery whsle . . . . .	106	D	D	D	h	D	D	D
42242	Packaged frozen food whsle . . . . .	111	D	D	D	g	D	D	D
422420	Packaged frozen food whsle . . . . .	111	D	D	D	g	D	D	D
42243	Dairy products, (except dried or canned) whsle . . . . .	38	D	D	D	f	D	D	D
422430	Dairy products, (except dried or canned) whsle . . . . .	38	D	D	D	f	D	D	D
4224302	Dairy product (except raw milk) whsle . . . . .	38	D	D	D	f	D	D	D
42244	Poultry & poultry product whsle . . . . .	32	D	D	D	e	D	D	D
422440	Poultry & poultry product whsle . . . . .	32	D	D	D	e	D	D	D
4224401	Live poultry whsle . . . . .	3	D	D	D	b	D	D	D
4224402	Poultry & poultry product (except live) whsle . . . . .	29	D	D	D	e	D	D	D
42245	Confectionery whsle . . . . .	47	D	D	D	g	D	D	D
422450	Confectionery whsle . . . . .	47	D	D	D	g	D	D	D
42246	Fish & seafood whsle . . . . .	219	D	D	D	g	D	D	D
422460	Fish & seafood whsle . . . . .	219	D	D	D	g	D	D	D
42247	Meat & meat product whsle . . . . .	81	D	D	D	g	D	D	D
422470	Meat & meat product whsle . . . . .	81	D	D	D	g	D	D	D
42248	Fresh fruit & vegetable whsle . . . . .	159	D	D	D	g	D	D	D
422480	Fresh fruit & vegetable whsle . . . . .	159	D	D	D	g	D	D	D
42249	Other grocery & related products whsle . . . . .	351	8 529 327	300 148	68 288	7 956	632 387	164 452	171 649
422490	Other grocery & related products whsle . . . . .	351	8 529 327	300 148	68 288	7 956	632 387	164 452	171 649
4224901	Coffee, tea, & spice whsle . . . . .	40	D	D	D	f	D	D	D
4224902	Bread & baked goods whsle . . . . .	96	D	D	D	g	D	D	D
4224903	Soft drinks whsle . . . . .	49	D	D	D	g	D	D	D
4224904	Canned goods whsle . . . . .	37	D	D	D	f	D	D	D
4224905	Food & beverage basic materials whsle . . . . .	22	D	D	D	c	D	D	D
4224906	Other grocery specialties whsle . . . . .	107	D	D	D	h	D	D	D
4225	Farm-product raw material whsle . . . . .	48	D	D	D	e	D	D	D
42259	Other farm product raw material whsle . . . . .	34	D	D	D	c	D	D	D
422590	Other farm product raw material whsle . . . . .	34	D	D	D	c	D	D	D
4225901	Hides, skins, & pelts whsle . . . . .	12	D	D	D	c	D	D	D
4225903	Wool, wool tops, & mohair whsle . . . . .	21	D	D	D	b	D	D	D
4226	Chemical & allied products whsle . . . . .	344	D	D	D	h	D	D	D
42261	Plastics materials & basic forms & shapes whsle . . . . .	120	D	D	D	g	D	D	D
422610	Plastics materials & basic forms & shapes whsle . . . . .	120	D	D	D	g	D	D	D
42269	Other chemical & allied products whsle . . . . .	224	D	D	D	g	D	D	D
422690	Other chemical & allied products whsle . . . . .	224	D	D	D	g	D	D	D
4226901	Industrial gases (except LP) whsle . . . . .	22	D	D	D	e	D	D	D
4226902	Other chemical & allied products whsle . . . . .	202	D	D	D	g	D	D	D

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<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>									
<b>42</b>	<b>Wholesale trade—Con.</b>								
422	Wholesale trade, nondurable goods—Con.								
4227	Petroleum & petroleum products								
	whsle .....	125	D	D	D	g	D	D	D
42271	Petroleum bulk stations & terminals .	59	D	D	D	g	D	D	D
422710	Petroleum bulk stations & terminals .....	59	D	D	D	g	D	D	D
4227101	Petroleum bulk stations & terminals (except LP) .....	58	D	D	D	g	D	D	D
42271011	Petroleum bulk stations (except LP) .....	34	D	D	D	f	D	D	D
42271012	Petroleum bulk terminals (except LP) .....	24	D	D	D	f	D	D	D
42272	Petroleum & petroleum prod whsle (exc bulk stations & terminals) .....	66	D	D	D	g	D	D	D
422720	Petroleum & petroleum prod whsle (exc bulk stations & terminals) ...	66	D	D	D	g	D	D	D
4228	Beer, wine, & distilled alcoholic beverage whsle .....	79	D	D	D	h	D	D	D
42281	Beer & ale whsle .....	26	D	D	D	g	D	D	D
422810	Beer & ale whsle .....	26	D	D	D	g	D	D	D
42282	Wine & distilled alcoholic beverage whsle .....	53	D	D	D	g	D	D	D
422820	Wine & distilled alcoholic beverage whsle .....	53	D	D	D	g	D	D	D
4228201	Wine & distilled alcoholic bev (licensed operation) whsle ....	53	D	D	D	g	D	D	D
4229	Miscellaneous nondurable goods whsle .....	570	D	D	D	i	D	D	D
42291	Farm supplies whsle .....	39	D	D	D	c	D	D	D
422910	Farm supplies whsle .....	39	D	D	D	c	D	D	D
4229101	Farm supplies—farm dealers ...	14	D	D	D	b	D	D	D
4229102	Farm supplies—whsle distributors .....	25	D	D	D	c	D	D	D
42292	Book, periodical, & newspaper whsle .....	141	D	D	D	h	D	D	D
422920	Book, periodical, & newspaper whsle .....	141	D	D	D	h	D	D	D
42293	Flower, nursery stock, & florists' supplies whsle .....	67	D	D	D	f	D	D	D
422930	Flower, nursery stock, & florists' supplies whsle .....	67	D	D	D	f	D	D	D
42294	Tobacco & tobacco product whsle . .	27	1 638 318	40 149	9 592	1 339	79 423	47 762	53 536
422940	Tobacco & tobacco product whsle . .	27	1 638 318	40 149	9 592	1 339	79 423	47 762	53 536
42295	Paint, varnish, & supplies whsle .....	36	D	D	D	f	D	D	D
422950	Paint, varnish, & supplies whsle ..	36	D	D	D	f	D	D	D
4229501	Paint, varnish, & supplies whsle .....	36	D	D	D	f	D	D	D
42299	Other miscellaneous nondurable goods whsle .....	260	D	D	D	g	D	D	D
422990	Other miscellaneous nondurable goods whsle .....	260	D	D	D	g	D	D	D
4229901	Art goods whsle .....	83	D	D	D	e	D	D	D
4229902	General merchandise (nondurable goods) whsle . . . .	48	D	D	D	c	D	D	D
4229903	Textile bags, bagging, & burlap whsle .....	13	D	D	D	c	D	D	D
4229904	Other nondurable goods whsle .	116	742 853	35 356	7 474	942	77 870	37 092	39 572
	<b>Merchant wholesalers .....</b>	<b>7 860</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>m</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods .....	5 210	D	D	D	l	D	D	D
4211	Motor vehicle & motor vehicle parts & supplies whsle .....	473	D	D	D	i	D	D	D
42111	Automobile & other motor vehicle whsle .....	94	D	D	D	g	D	D	D
421110	Automobile & other motor vehicle whsle .....	94	D	D	D	g	D	D	D
4211101	Automobile & motorcycle whsle .	44	D	D	D	f	D	D	D
4211102	Bus & recreational vehicle whsle .....	8	D	D	D	b	D	D	D
4211103	Light truck & van (14,000 lb or less) whsle .....	7	D	D	D	c	D	D	D
4211104	Medium truck & tractor (14,001 lb to 26,000 lb) whsle .....	10	D	D	D	c	D	D	D
4211105	Heavy truck & tractor (over 26,000 lb) whsle .....	25	D	D	D	e	D	D	D
42112	Motor vehicle supplies & new parts whsle .....	196	D	D	D	g	D	D	D
421120	Motor vehicle supplies & new parts whsle .....	196	D	D	D	g	D	D	D
4211201	Motor vehicle supplies & new parts—warehouse distributors .	72	D	D	D	f	D	D	D
4211202	Motor vehicle supplies & new parts—jobbers .....	114	D	D	D	g	D	D	D
42113	Tire & tube whsle .....	35	D	D	D	e	D	D	D
421130	Tire & tube whsle .....	35	D	D	D	e	D	D	D

**Table 3. Summary Statistics for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

NAICS code	Geographic area, type of operation, and kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1996 inventories <sup>f</sup> (\$1,000)	End-of-1997 inventories <sup>f</sup> (\$1,000)
<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>									
<b>Merchant wholesalers—Con.</b>									
421	Wholesale trade, durable goods—Con.								
4211	Motor vehicle & motor vehicle parts & supplies whsle—Con.								
42114	Motor vehicle parts, (used) whsle . . .	148	D	D	D	g	D	D	D
421140	Motor vehicle parts, (used) whsle . .	148	D	D	D	g	D	D	D
4212	Furniture & home furnishings whsle . . .	278	D	D	D	h	D	D	D
42121	Furniture whsle . . . . .	120	D	D	D	g	D	D	D
421210	Furniture whsle . . . . .	120	D	D	D	g	D	D	D
4212101	Household & lawn furniture whsle . . . . .	45	D	D	D	e	D	D	D
4212102	Office & business furniture whsle . . . . .	75	D	D	D	g	D	D	D
42122	Home furnishings whsle . . . . .	158	D	D	D	g	D	D	D
421220	Home furnishings whsle . . . . .	158	D	D	D	g	D	D	D
4212201	Household china, glassware, & crockery whsle . . . . .	27	D	D	D	e	D	D	D
4212202	Linens, domestics, draperies, & curtains whsle . . . . .	41	D	D	D	c	D	D	D
4212203	Floor coverings whsle . . . . .	33	D	D	D	c	D	D	D
4212204	Other home furnishings whsle . . . . .	57	D	D	D	e	D	D	D
4213	Lumber & other construction materials whsle . . . . .	242	D	D	D	h	D	D	D
42131	Lumber, plywood, millwork, & wood panel whsle . . . . .	123	D	D	D	g	D	D	D
421310	Lumber, plywood, millwork, & wood panel whsle . . . . .	123	D	D	D	g	D	D	D
4213101	Lumber without yard whsle . . . . .	32	D	D	D	e	D	D	D
4213102	Lumber with yard whsle . . . . .	30	D	D	D	f	D	D	D
4213103	Plywood, veneer, millwork, & wood panel whsle . . . . .	61	D	D	D	f	D	D	D
42132	Brick, stone, & related construction materials whsle . . . . .	53	D	D	D	e	D	D	D
421320	Brick, stone, & related construction materials whsle . . . . .	53	D	D	D	e	D	D	D
4213201	Brick, block, tile, clay/cement sewer pipe whsle . . . . .	15	D	D	D	b	D	D	D
4213202	Sand, gravel, & stone whsle . . . . .	23	D	D	D	b	D	D	D
4213203	Cement, lime, & related products whsle . . . . .	15	D	D	D	c	D	D	D
42133	Roofing, siding, & insulation material whsle . . . . .	19	D	D	D	e	D	D	D
421330	Roofing, siding, & insulation material whsle . . . . .	19	D	D	D	e	D	D	D
4213301	Roofing, siding, & insulation material whsle . . . . .	19	D	D	D	e	D	D	D
42139	Other construction materials whsle . .	47	D	D	D	e	D	D	D
421390	Other construction materials whsle . . . . .	47	D	D	D	e	D	D	D
4213901	Flat glass & other construction glass whsle . . . . .	11	D	D	D	b	D	D	D
4213902	Other construction materials whsle . . . . .	36	D	D	D	e	D	D	D
4214	Professional & commercial equipment & supplies whsle . . . . .	1 192	D	D	D	j	D	D	D
42141	Photographic equipment & supplies whsle . . . . .	46	D	D	D	f	D	D	D
421410	Photographic equipment & supplies whsle . . . . .	46	D	D	D	f	D	D	D
42142	Office equipment whsle . . . . .	130	D	D	D	h	D	D	D
421420	Office equipment whsle . . . . .	130	D	D	D	h	D	D	D
42143	Computer & computer peripheral equipment & software whsle . . . . .	578	D	D	D	i	D	D	D
421430	Computer & computer peripheral equipment & software whsle . . . . .	578	D	D	D	i	D	D	D
4214301	Computer & peripheral equipment whsle . . . . .	422	D	D	D	i	D	D	D
42143011	Computers & peripheral equipment for resale . . . . .	188	D	D	D	g	D	D	D
42143012	Computers & peripheral equipment for end use . . . . .	234	D	D	D	h	D	D	D
4214302	Computer software (packaged) whsle . . . . .	156	D	D	D	g	D	D	D
42144	Other commercial equipment whsle . .	106	220 370	37 736	7 955	994	72 395	20 933	21 708
421440	Other commercial equipment whsle . . . . .	106	220 370	37 736	7 955	994	72 395	20 933	21 708
4214401	Restaurant & hotel equipment & supplies whsle . . . . .	61	D	D	D	f	D	D	D
4214402	Store machines & equipment whsle . . . . .	45	D	D	D	e	D	D	D
42145	Medical, dental, & hospital equipment & supplies whsle . . . . .	200	1 340 783	153 903	36 982	3 391	313 802	161 522	157 100
421450	Medical, dental, & hospital equipment & supplies whsle . . . . .	200	1 340 783	153 903	36 982	3 391	313 802	161 522	157 100
4214501	Surgical, medical, & hospital supplies whsle . . . . .	174	D	D	D	h	D	D	D
4214502	Dental equipment & supplies whsle . . . . .	26	D	D	D	e	D	D	D

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<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>									
<b>Merchant wholesalers—Con.</b>									
421	Wholesale trade, durable goods—Con.								
4214	Professional & commercial equipment & supplies whsle—Con.								
42146	Ophthalmic goods whsle . . . . .	38	D	D	D	f	D	D	D
421460	Ophthalmic goods whsle . . . . .	38	D	D	D	f	D	D	D
42149	Other professional equipment & supplies whsle . . . . .	94	D	D	D	g	D	D	D
421490	Other professional equipment & supplies whsle . . . . .	94	D	D	D	g	D	D	D
4214901	Religious & school supplies whsle . . . . .	9	D	D	D	e	D	D	D
4214902	Other professional equipment & supplies whsle . . . . .	85	D	D	D	g	D	D	D
4215	Metal & mineral (except petroleum) whsle . . . . .	182	D	D	D	g	D	D	D
42151	Metal service centers & offices . . . . .	177	D	D	D	g	D	D	D
421510	Metal service centers & offices . . . . .	177	D	D	D	g	D	D	D
4215101	Ferrous metal service centers & sales offices . . . . .	143	D	D	D	g	D	D	D
42151011	Ferrous metal service centers . . . . .	98	D	D	D	g	D	D	D
42151012	Ferrous metal sales offices . . . . .	45	D	D	D	c	D	D	D
4215102	Nonferrous metal service centers & sales offices . . . . .	34	D	D	D	e	D	D	D
42151021	Nonferrous metal service centers . . . . .	26	D	D	D	e	D	D	D
4216	Electrical goods whsle . . . . .	786	D	D	D	j	D	D	D
42161	Electrical apparatus & equip, wiring supp, & const material whsle . . . . .	221	D	D	D	h	D	D	D
421610	Electrical apparatus & equip, wiring supp, & const material whsle . . . . .	221	D	D	D	h	D	D	D
42162	Electrical appliance, television & radio set whsle . . . . .	79	D	D	D	f	D	D	D
421620	Electrical appliance, television & radio set whsle . . . . .	79	D	D	D	f	D	D	D
42169	Other electronic parts & equipment whsle . . . . .	486	D	D	D	i	D	D	D
421690	Other electronic parts & equipment whsle . . . . .	486	D	D	D	i	D	D	D
4216901	Communications equipment & supplies whsle . . . . .	168	D	D	D	h	D	D	D
4216902	Electronic parts (excluding communications equipment) whsle . . . . .	318	D	D	D	i	D	D	D
4217	Hardware, & plumbing & heating equipment & supplies whsle . . . . .	359	D	D	D	h	D	D	D
42171	Hardware whsle . . . . .	185	D	D	D	h	D	D	D
421710	Hardware whsle . . . . .	185	D	D	D	h	D	D	D
42172	Plumbing & heating equipment & supplies (hydronics) whsle . . . . .	79	D	D	D	f	D	D	D
421720	Plumbing & heating equipment & supplies (hydronics) whsle . . . . .	79	D	D	D	f	D	D	D
42173	Warm air heating & air-conditioning equipment & supplies whsle . . . . .	65	D	D	D	f	D	D	D
421730	Warm air heating & air-conditioning equipment & supplies whsle . . . . .	65	D	D	D	f	D	D	D
42174	Refrigeration equipment & supplies whsle . . . . .	30	D	D	D	c	D	D	D
421740	Refrigeration equipment & supplies whsle . . . . .	30	D	D	D	c	D	D	D
4218	Machinery, equipment, & supplies whsle . . . . .	1 079	D	D	D	j	D	D	D
42181	Construction & mining (except petroleum) machinery & equip whsle . . . . .	64	D	D	D	f	D	D	D
421810	Construction & mining (except petroleum) machinery & equip whsle . . . . .	64	D	D	D	f	D	D	D
42182	Farm & garden machinery & equipment whsle . . . . .	25	D	D	D	e	D	D	D
421820	Farm & garden machinery & equipment whsle . . . . .	25	D	D	D	e	D	D	D
4218201	Farm machinery & equipment—farm dealers . . . . .	13	D	D	D	b	D	D	D
4218202	Farm machinery & equipment—whsle distributors . . . . .	4	D	D	D	c	D	D	D
4218203	Lawn & garden machinery & equipment whsle . . . . .	8	D	D	D	c	D	D	D

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<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>									
<b>Merchant wholesalers—Con.</b>									
421	Wholesale trade, durable goods—Con.								
4218	Machinery, equipment, & supplies whsle—Con.								
42183	Industrial machinery & equipment whsle .....	587	D	D	D	i	D	D	D
421830	Industrial machinery & equipment whsle .....	587	D	D	D	i	D	D	D
4218301	Food-processing machinery & equipment whsle .....	28	D	D	D	e	D	D	D
4218302	Hydraulic & pneumatic (fluid-power) machinery & equipment whsle .....	63	D	D	D	f	D	D	D
42183021	Hydraulic & pneumatic pumps & motors whsle .....	32	D	D	D	e	D	D	D
42183022	Hydraulic & pneumatic parts, accessories, & supplies whsle .....	31	D	D	D	e	D	D	D
4218303	General-purpose industrial machinery & equipment whsle .	184	619 750	78 606	18 474	1 740	144 328	99 163	101 434
4218304	Metalworking machinery & equipment whsle .....	75	D	D	D	f	D	D	D
4218305	Materials handling equipment whsle .....	72	D	D	D	f	D	D	D
4218306	Oilwell, oil refinery, & pipeline mach, equip, & supplies whsle.	10	D	D	D	b	D	D	D
4218307	Other industrial machinery & equipment whsle .....	155	653 265	89 312	21 931	1 997	164 257	77 949	80 268
42184	Industrial supplies whsle .....	229	D	D	D	g	D	D	D
421840	Industrial supplies whsle .....	229	D	D	D	g	D	D	D
4218401	General-line industrial supplies whsle .....	30	D	D	D	c	D	D	D
4218402	Mechanical power transmission supplies whsle .....	42	D	D	D	e	D	D	D
4218403	Welding supplies whsle .....	22	D	D	D	e	D	D	D
4218404	Industrial containers & supplies whsle .....	35	D	D	D	e	D	D	D
4218405	Industrial valves & fittings (except fluid-power) whsle .	20	D	D	D	c	D	D	D
4218406	Other industrial supplies whsle .	80	D	D	D	f	D	D	D
42185	Service establishment equipment & supplies whsle .....	133	D	D	D	g	D	D	D
421850	Service establishment equipment & supplies whsle .....	133	D	D	D	g	D	D	D
4218501	Beauty & barber shop equipment & supplies whsle . .	29	D	D	D	f	D	D	D
4218502	Custodial, janitors' equipment & supplies whsle .....	36	77 447	8 738	2 039	290	17 246	3 660	3 758
4218503	Laundry & dry-cleaning equipment & supplies whsle . .	17	D	D	D	c	D	D	D
4218504	Other service establishment equipment & supplies whsle . .	51	D	D	D	e	D	D	D
42186	Transportation equipment & supplies (exc motor vehicle) whsle .....	41	D	D	D	c	D	D	D
421860	Transportation equipment & supplies (exc motor vehicle) whsle .....	41	D	D	D	c	D	D	D
4218601	Aircraft & aeronautical equipment & supplies whsle . .	20	D	D	D	c	D	D	D
4218602	Marine machinery, equipment, & supplies whsle .....	18	D	D	D	c	D	D	D
4219	Miscellaneous durable goods whsle . .	619	2 649 422	199 553	46 260	5 757	498 947	329 269	356 843
42191	Sporting & recreational goods & supplies whsle .....	119	D	D	D	g	D	D	D
421910	Sporting & recreational goods & supplies whsle .....	119	D	D	D	g	D	D	D
42192	Toy & hobby goods & supplies whsle .....	47	D	D	D	e	D	D	D
421920	Toy & hobby goods & supplies whsle .....	47	D	D	D	e	D	D	D
42193	Recyclable material whsle .....	193	D	D	D	g	D	D	D
421930	Recyclable material whsle .....	193	D	D	D	g	D	D	D
4219301	Iron & steel scrap processors & dealers .....	50	D	D	D	e	D	D	D
42193011	Iron & steel scrap processors (using power processing equipment) .....	26	D	D	D	e	D	D	D
42193012	Iron & steel scrap processors (not using power processing equip) .....	24	D	D	D	c	D	D	D
4219302	Recyclable paper & paperboard whsle .....	31	D	D	D	e	D	D	D
4219303	Other recyclable material whsle .	112	244 040	24 058	5 784	938	50 504	13 986	15 843
42194	Jewelry/watch/silverware/precious stone, & precious metal whsle . . . .	113	D	D	D	f	D	D	D
421940	Jewelry/watch/silverware/precious stone, & precious metal whsle . .	113	D	D	D	f	D	D	D
4219401	Jewelry, watch, diamonds, precious stone, & silverware whsle .....	100	D	D	D	f	D	D	D
4219402	Precious metal (excluding ores) whsle .....	13	D	D	D	b	D	D	D

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<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>									
<b>Merchant wholesalers—Con.</b>									
421	Wholesale trade, durable goods—Con.								
4219	Miscellaneous durable goods whsle—Con.								
42199	Other miscellaneous durable goods whsle .....	147	863 670	49 519	11 347	1 307	99 276	53 137	54 748
421990	Other miscellaneous durable goods whsle .....	147	863 670	49 519	11 347	1 307	99 276	53 137	54 748
4219901	Musical instruments & supplies whsle .....	11	D	D	D	c	D	D	D
4219902	Forest products (except lumber) whsle .....	15	D	D	D	c	D	D	D
4219903	General merchandise (durable goods) whsle .....	32	D	D	D	b	D	D	D
4219904	Prerecorded media whsle .....	29	D	D	D	e	D	D	D
42199041	Compact discs/prerecorded audio tapes, & phonograph records whsle .....	23	D	D	D	e	D	D	D
42199042	Prerecorded video tapes whsle .....	6	D	D	D	b	D	D	D
4219905	Fire extinguishers & fire safety equipment whsle .....	17	D	D	D	c	D	D	D
4219906	Other durable goods whsle .....	43	D	D	D	e	D	D	D
422	Wholesale trade, nondurable goods .....	2 650	D	D	D	k	D	D	D
4221	Paper & paper product whsle .....	330	D	D	D	i	D	D	D
42211	Printing & writing paper whsle .....	51	D	D	D	f	D	D	D
422110	Printing & writing paper whsle .....	51	D	D	D	f	D	D	D
42212	Stationery & office supplies whsle .....	147	D	D	D	g	D	D	D
422120	Stationery & office supplies whsle .....	147	D	D	D	g	D	D	D
42213	Industrial & personal service paper whsle .....	132	D	D	D	g	D	D	D
422130	Industrial & personal service paper whsle .....	132	D	D	D	g	D	D	D
4222	Drugs, & druggists' sundries whsle .....	115	D	D	D	h	D	D	D
42221	Drugs, & druggists' sundries whsle .....	115	D	D	D	h	D	D	D
422210	Drugs, & druggists' sundries whsle .....	115	D	D	D	h	D	D	D
4222101	General-line drugs whsle .....	57	D	D	D	g	D	D	D
4222102	Specialty-line drug, pharmaceutical, cosmetic, & toiletries whsle .....	58	D	D	D	g	D	D	D
4223	Apparel, piece goods, & notions whsle .....	321	D	D	D	i	D	D	D
42231	Piece goods, notions, & other dry goods whsle .....	81	D	D	D	f	D	D	D
422310	Piece goods, notions, & other dry goods whsle .....	81	D	D	D	f	D	D	D
4223101	Piece goods—jobbers .....	56	D	D	D	e	D	D	D
4223102	Notions & other dry goods whsle .....	25	D	D	D	c	D	D	D
42232	Men's & boys' clothing & furnishings whsle .....	80	D	D	D	g	D	D	D
422320	Men's & boys' clothing & furnishings whsle .....	80	D	D	D	g	D	D	D
42233	Women's, children's, & infants' clothing & accessories whsle .....	92	D	D	D	g	D	D	D
422330	Women's, children's, & infants' clothing & accessories whsle .....	92	D	D	D	g	D	D	D
42234	Footwear whsle .....	68	D	D	D	h	D	D	D
422340	Footwear whsle .....	68	D	D	D	h	D	D	D
4224	Grocery & related products whsle .....	956	9 273 816	557 201	125 084	15 802	1 120 385	449 886	475 964
42241	General-line grocery whsle .....	98	D	D	D	h	D	D	D
422410	General-line grocery whsle .....	98	D	D	D	h	D	D	D
4224103	Other general-line grocery whsle .....	89	D	D	D	h	D	D	D
42242	Packaged frozen food whsle .....	85	D	D	D	g	D	D	D
422420	Packaged frozen food whsle .....	85	D	D	D	g	D	D	D
42243	Dairy products, (except dried or canned) whsle .....	30	D	D	D	f	D	D	D
422430	Dairy products, (except dried or canned) whsle .....	30	D	D	D	f	D	D	D
4224302	Dairy product (except raw milk) whsle .....	30	D	D	D	f	D	D	D
42244	Poultry & poultry product whsle .....	25	D	D	D	e	D	D	D
422440	Poultry & poultry product whsle .....	25	D	D	D	e	D	D	D
4224402	Poultry & poultry product (except live) whsle .....	23	D	D	D	e	D	D	D
42245	Confectionery whsle .....	29	D	D	D	e	D	D	D
422450	Confectionery whsle .....	29	D	D	D	e	D	D	D
42246	Fish & seafood whsle .....	216	D	D	D	g	D	D	D
422460	Fish & seafood whsle .....	216	D	D	D	g	D	D	D
42247	Meat & meat product whsle .....	75	D	D	D	g	D	D	D
422470	Meat & meat product whsle .....	75	D	D	D	g	D	D	D
42248	Fresh fruit & vegetable whsle .....	149	D	D	D	g	D	D	D
422480	Fresh fruit & vegetable whsle .....	149	D	D	D	g	D	D	D

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<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>									
<b>Merchant wholesalers—Con.</b>									
422	Wholesale trade, nondurable goods—Con.								
4224	Grocery & related products whsle—Con.								
42249	Other grocery & related products whsle .....	249	2 056 070	134 808	29 444	4 042	307 618	130 885	135 708
422490	Other grocery & related products whsle .....	249	2 056 070	134 808	29 444	4 042	307 618	130 885	135 708
4224901	Coffee, tea, & spice whsle .....	32	D	D	D	e	D	D	D
4224902	Bread & baked goods whsle .....	64	D	D	D	f	D	D	D
4224903	Soft drinks whsle .....	32	D	D	D	e	D	D	D
4224904	Canned goods whsle .....	25	D	D	D	f	D	D	D
4224905	Food & beverage basic materials whsle .....	14	D	D	D	c	D	D	D
4224906	Other grocery specialties whsle ..	82	877 920	68 914	14 963	1 797	140 731	52 123	57 862
4225	Farm-product raw material whsle .....	38	D	D	D	c	D	D	D
42259	Other farm product raw material whsle .....	27	D	D	D	c	D	D	D
422590	Other farm product raw material whsle .....	27	D	D	D	c	D	D	D
4225901	Hides, skins, & pelts whsle .....	9	D	D	D	c	D	D	D
4225903	Wool, wool tops, & mohair whsle .....	17	D	D	D	b	D	D	D
4226	Chemical & allied products whsle .....	255	D	D	D	h	D	D	D
42261	Plastics materials & basic forms & shapes whsle .....	93	D	D	D	f	D	D	D
422610	Plastics materials & basic forms & shapes whsle .....	93	D	D	D	f	D	D	D
42269	Other chemical & allied products whsle .....	162	D	D	D	g	D	D	D
422690	Other chemical & allied products whsle .....	162	D	D	D	g	D	D	D
4226901	Industrial gases (except LP) whsle .....	12	D	D	D	c	D	D	D
4226902	Other chemical & allied products whsle .....	150	896 266	80 157	17 924	1 614	160 703	71 452	78 154
4227	Petroleum & petroleum products whsle .....	106	D	D	D	g	D	D	D
42271	Petroleum bulk stations & terminals ..	50	D	D	D	g	D	D	D
422710	Petroleum bulk stations & terminals .....	50	D	D	D	g	D	D	D
4227101	Petroleum bulk stations & terminals (except LP) .....	49	D	D	D	g	D	D	D
42271011	Petroleum bulk stations (except LP) .....	31	D	D	D	f	D	D	D
42271012	Petroleum bulk terminals (except LP) .....	18	D	D	D	e	D	D	D
42272	Petroleum & petroleum prod whsle (exc bulk stations & terminals) .....	56	D	D	D	g	D	D	D
422720	Petroleum & petroleum prod whsle (exc bulk stations & terminals) ..	56	D	D	D	g	D	D	D
4228	Beer, wine, & distilled alcoholic beverage whsle .....	66	D	D	D	h	D	D	D
42281	Beer & ale whsle .....	25	D	D	D	g	D	D	D
422810	Beer & ale whsle .....	25	D	D	D	g	D	D	D
42282	Wine & distilled alcoholic beverage whsle .....	41	D	D	D	g	D	D	D
422820	Wine & distilled alcoholic beverage whsle .....	41	D	D	D	g	D	D	D
4228201	Wine & distilled alcoholic bev (licensed operation) whsle .....	41	D	D	D	g	D	D	D
4229	Miscellaneous nondurable goods whsle .....	463	D	D	D	i	D	D	D
42291	Farm supplies whsle .....	36	D	D	D	c	D	D	D
422910	Farm supplies whsle .....	36	D	D	D	c	D	D	D
4229101	Farm supplies—farm dealers ..	12	D	D	D	b	D	D	D
4229102	Farm supplies—whsle distributors .....	24	D	D	D	c	D	D	D
42292	Book, periodical, & newspaper whsle .....	101	D	D	D	g	D	D	D
422920	Book, periodical, & newspaper whsle .....	101	D	D	D	g	D	D	D
42293	Flower, nursery stock, & florists' supplies whsle .....	63	151 617	20 471	4 489	700	40 488	8 654	10 295
422930	Flower, nursery stock, & florists' supplies whsle .....	63	151 617	20 471	4 489	700	40 488	8 654	10 295
42294	Tobacco & tobacco product whsle ...	25	D	D	D	g	D	D	D
422940	Tobacco & tobacco product whsle ..	25	D	D	D	g	D	D	D
42295	Paint, varnish, & supplies whsle .....	28	D	D	D	e	D	D	D
422950	Paint, varnish, & supplies whsle ..	28	D	D	D	e	D	D	D
4229501	Paint, varnish, & supplies whsle .....	28	D	D	D	e	D	D	D

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NAICS code	Geographic area, type of operation, and kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1996 inventories <sup>f</sup> (\$1,000)	End-of-1997 inventories <sup>f</sup> (\$1,000)
<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>									
<b>Merchant wholesalers—Con.</b>									
422	Wholesale trade, nondurable goods—Con.								
4229	Miscellaneous nondurable goods whsle—Con.								
42299	Other miscellaneous nondurable goods whsle .....	210	D	D	D	g	D	D	D
422990	Other miscellaneous nondurable goods whsle .....	210	D	D	D	g	D	D	D
4229901	Art goods whsle .....	67	D	D	D	e	D	D	D
4229902	General merchandise (nondurable goods) whsle .....	41	D	D	D	c	D	D	D
4229903	Textile bags, bagging, & burlap whsle .....	10	D	D	D	c	D	D	D
4229904	Other nondurable goods whsle ..	92	D	D	D	f	D	D	D
<b>Manufacturers' sales branches and sales offices ..</b>									
		<b>697</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>k</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods .....	443	D	D	D	j	D	D	D
4211	Motor vehicle & motor vehicle parts & supplies whsle .....	16	D	D	D	f	D	D	D
42111	Automobile & other motor vehicle whsle .....	5	D	D	D	c	D	D	D
421110	Automobile & other motor vehicle whsle .....	5	D	D	D	c	D	D	D
4211103	Light truck & van (14,000 lb or less) whsle .....	3	D	D	D	c	D	D	D
42112	Motor vehicle supplies & new parts whsle .....	9	D	D	D	e	D	D	D
421120	Motor vehicle supplies & new parts whsle .....	9	D	D	D	e	D	D	D
4211202	Motor vehicle supplies & new parts—jobbers .....	7	D	D	D	e	D	D	D
4212	Furniture & home furnishings whsle ...	16	D	D	D	c	D	D	D
42121	Furniture whsle .....	10	D	D	D	c	D	D	D
421210	Furniture whsle .....	10	D	D	D	c	D	D	D
4212102	Office & business furniture whsle .....	6	D	D	D	b	D	D	D
42122	Home furnishings whsle .....	6	D	D	D	b	D	D	D
421220	Home furnishings whsle .....	6	D	D	D	b	D	D	D
4212202	Linens, domestics, draperies, & curtains whsle .....	5	D	D	D	b	D	D	D
4213	Lumber & other construction materials whsle .....	27	D	D	D	e	D	D	D
42131	Lumber, plywood, millwork, & wood panel whsle .....	10	D	D	D	c	D	D	D
421310	Lumber, plywood, millwork, & wood panel whsle .....	10	D	D	D	c	D	D	D
4213103	Plywood, veneer, millwork, & wood panel whsle .....	10	D	D	D	c	D	D	D
42132	Brick, stone, & related construction materials whsle .....	13	D	D	D	c	D	D	D
421320	Brick, stone, & related construction materials whsle .....	13	D	D	D	c	D	D	D
4213203	Cement, lime, & related products whsle .....	7	D	D	D	b	D	D	D
4214	Professional & commercial equipment & supplies whsle .....	105	D	D	D	i	D	D	D
42141	Photographic equipment & supplies whsle .....	2	D	D	D	c	D	D	D
421410	Photographic equipment & supplies whsle .....	2	D	D	D	c	D	D	D
42142	Office equipment whsle .....	14	D	D	D	g	D	D	D
421420	Office equipment whsle .....	14	D	D	D	g	D	D	D
42143	Computer & computer peripheral equipment & software whsle .....	66	D	D	D	i	D	D	D
421430	Computer & computer peripheral equipment & software whsle .....	66	D	D	D	i	D	D	D
4214301	Computer & peripheral equipment whsle .....	61	D	D	D	i	D	D	D
42143011	Computers & peripheral equipment for resale .....	21	D	D	D	g	D	D	D
42143012	Computers & peripheral equipment for end use .....	40	D	D	D	h	D	D	D
4214302	Computer software (packaged) whsle .....	5	D	D	D	b	D	D	D
42145	Medical, dental, & hospital equipment & supplies whsle .....	13	D	D	D	g	D	D	D
421450	Medical, dental, & hospital equipment & supplies whsle .....	13	D	D	D	g	D	D	D
4214501	Surgical, medical, & hospital supplies whsle .....	13	D	D	D	g	D	D	D
42149	Other professional equipment & supplies whsle .....	6	D	D	D	c	D	D	D
421490	Other professional equipment & supplies whsle .....	6	D	D	D	c	D	D	D
4214902	Other professional equipment & supplies whsle .....	6	D	D	D	c	D	D	D



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<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>									
<b>Manufacturers' sales branches and sales offices—Con.</b>									
421	Wholesale trade, durable goods—Con.								
4215	Metal & mineral (except petroleum) whsle .....	20	D	D	D	e	D	D	D
42151	Metal service centers & offices .....	20	D	D	D	e	D	D	D
421510	Metal service centers & offices .....	20	D	D	D	e	D	D	D
4215101	Ferrous metal service centers & sales offices .....	13	D	D	D	c	D	D	D
42151011	Ferrous metal service centers .....	7	D	D	D	c	D	D	D
4216	Electrical goods whsle .....	151	4 288 843	176 800	52 133	3 591	336 149	77 431	76 513
42161	Electrical apparatus & equip, wiring supp, & const material whsle .....	39	694 816	39 708	9 540	725	65 377	22 980	23 748
421610	Electrical apparatus & equip, wiring supp, & const material whsle .....	39	694 816	39 708	9 540	725	65 377	22 980	23 748
42162	Electrical appliance, television & radio set whsle .....	6	D	D	D	c	D	D	D
421620	Electrical appliance, television & radio set whsle .....	6	D	D	D	c	D	D	D
42169	Other electronic parts & equipment whsle .....	106	D	D	D	h	D	D	D
421690	Other electronic parts & equipment whsle .....	106	D	D	D	h	D	D	D
4216901	Communications equipment & supplies whsle .....	62	D	D	D	g	D	D	D
4216902	Electronic parts (excluding communications equipment) whsle .....	44	D	D	D	f	D	D	D
4217	Hardware, & plumbing & heating equipment & supplies whsle .....	22	D	D	D	f	D	D	D
42171	Hardware whsle .....	10	D	D	D	f	D	D	D
421710	Hardware whsle .....	10	D	D	D	f	D	D	D
42172	Plumbing & heating equipment & supplies (hydronics) whsle .....	6	D	D	D	b	D	D	D
421720	Plumbing & heating equipment & supplies (hydronics) whsle .....	6	D	D	D	b	D	D	D
42174	Refrigeration equipment & supplies whsle .....	2	D	D	D	b	D	D	D
421740	Refrigeration equipment & supplies whsle .....	2	D	D	D	b	D	D	D
4218	Machinery, equipment, & supplies whsle .....	78	D	D	D	g	D	D	D
42183	Industrial machinery & equipment whsle .....	47	D	D	D	f	D	D	D
421830	Industrial machinery & equipment whsle .....	47	D	D	D	f	D	D	D
4218303	General-purpose industrial machinery & equipment whsle .....	18	D	D	D	c	D	D	D
4218304	Metalworking machinery & equipment whsle .....	4	52 272	4 916	1 217	74	7 493	4 000	635
4218307	Other industrial machinery & equipment whsle .....	14	182 818	10 425	2 381	187	18 806	7 960	7 404
42184	Industrial supplies whsle .....	23	D	D	D	f	D	D	D
421840	Industrial supplies whsle .....	23	D	D	D	f	D	D	D
4218404	Industrial containers & supplies whsle .....	1	D	D	D	a	D	D	D
4218405	Industrial valves & fittings (except fluid-power) whsle .....	2	D	D	D	e	D	D	D
4218406	Other industrial supplies whsle .....	9	D	D	D	c	D	D	D
42185	Service establishment equipment & supplies whsle .....	3	D	D	D	b	D	D	D
421850	Service establishment equipment & supplies whsle .....	3	D	D	D	b	D	D	D
4218503	Laundry & dry-cleaning equipment & supplies whsle .....	1	D	D	D	a	D	D	D
4219	Miscellaneous durable goods whsle ...	8	D	D	D	e	D	D	D
42191	Sporting & recreational goods & supplies whsle .....	3	D	D	D	c	D	D	D
421910	Sporting & recreational goods & supplies whsle .....	3	D	D	D	c	D	D	D
42199	Other miscellaneous durable goods whsle .....	5	D	D	D	b	D	D	D
421990	Other miscellaneous durable goods whsle .....	5	D	D	D	b	D	D	D

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<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>									
<b>Manufacturers' sales branches and sales offices—Con.</b>									
422	Wholesale trade, nondurable goods . . . . .	254	D	D	D	i	D	D	D
4221	Paper & paper product whsle . . . . .	42	858 503	34 607	9 505	698	72 805	21 757	20 582
42211	Printing & writing paper whsle . . . . .	9	D	D	D	b	D	D	D
422110	Printing & writing paper whsle . . . . .	9	D	D	D	b	D	D	D
42212	Stationery & office supplies whsle . . . . .	30	408 943	29 317	8 286	613	63 496	20 532	19 477
422120	Stationery & office supplies whsle . . . . .	30	408 943	29 317	8 286	613	63 496	20 532	19 477
4222	Drugs, & druggists' sundries whsle . . . . .	7	D	D	D	f	D	D	D
42221	Drugs, & druggists' sundries whsle . . . . .	7	D	D	D	f	D	D	D
422210	Drugs, & druggists' sundries whsle . . . . .	7	D	D	D	f	D	D	D
4222102	Specialty-line drug, pharmaceutical, cosmetic, & toiletries whsle . . . . .	7	D	D	D	f	D	D	D
4223	Apparel, piece goods, & notions whsle . . . . .	22	D	D	D	g	D	D	D
42231	Piece goods, notions, & other dry goods whsle . . . . .	9	D	D	D	e	D	D	D
422310	Piece goods, notions, & other dry goods whsle . . . . .	9	D	D	D	e	D	D	D
42234	Footwear whsle . . . . .	6	D	D	D	f	D	D	D
422340	Footwear whsle . . . . .	6	D	D	D	f	D	D	D
4224	Grocery & related products whsle . . . . .	74	4 975 397	174 784	42 018	4 141	340 005	47 317	49 212
42242	Packaged frozen food whsle . . . . .	7	D	D	D	c	D	D	D
422420	Packaged frozen food whsle . . . . .	7	D	D	D	c	D	D	D
42245	Confectionery whsle . . . . .	6	D	D	D	g	D	D	D
422450	Confectionery whsle . . . . .	6	D	D	D	g	D	D	D
42246	Fish & seafood whsle . . . . .	1	D	D	D	b	D	D	D
422460	Fish & seafood whsle . . . . .	1	D	D	D	b	D	D	D
42249	Other grocery & related products whsle . . . . .	58	4 244 236	126 840	29 590	2 942	262 011	31 167	32 940
422490	Other grocery & related products whsle . . . . .	58	4 244 236	126 840	29 590	2 942	262 011	31 167	32 940
4224902	Bread & baked goods whsle . . . . .	21	D	D	D	f	D	D	D
4224903	Soft drinks whsle . . . . .	15	D	D	D	g	D	D	D
4224905	Food & beverage basic materials whsle . . . . .	2	D	D	D	a	D	D	D
4224906	Other grocery specialties whsle . . . . .	12	D	D	D	f	D	D	D
4226	Chemical & allied products whsle . . . . .	52	521 561	27 425	7 422	727	54 467	21 595	11 563
42269	Other chemical & allied products whsle . . . . .	43	D	D	D	f	D	D	D
422690	Other chemical & allied products whsle . . . . .	43	D	D	D	f	D	D	D
4226901	Industrial gases (except LP) whsle . . . . .	9	D	D	D	c	D	D	D
4226902	Other chemical & allied products whsle . . . . .	34	D	D	D	e	D	D	D
4227	Petroleum & petroleum products whsle . . . . .	14	D	D	D	c	D	D	D
42271	Petroleum bulk stations & terminals . . . . .	8	D	D	D	c	D	D	D
422710	Petroleum bulk stations & terminals . . . . .	8	D	D	D	c	D	D	D
4227101	Petroleum bulk stations & terminals (except LP) . . . . .	8	D	D	D	c	D	D	D
42271012	Petroleum bulk terminals (except LP) . . . . .	6	D	D	D	c	D	D	D
4228	Beer, wine, & distilled alcoholic beverage whsle . . . . .	5	D	D	D	e	D	D	D
4229	Miscellaneous nondurable goods whsle . . . . .	38	D	D	D	g	D	D	D
42292	Book, periodical, & newspaper whsle . . . . .	25	D	D	D	f	D	D	D
422920	Book, periodical, & newspaper whsle . . . . .	25	D	D	D	f	D	D	D
42295	Paint, varnish, & supplies whsle . . . . .	7	37 599	2 270	478	59	7 066	3 284	3 212
4229501	Paint, varnish, & supplies whsle . . . . .	7	37 599	2 270	478	59	7 066	3 284	3 212
4229501	Paint, varnish, & supplies whsle . . . . .	7	37 599	2 270	478	59	7 066	3 284	3 212
42299	Other miscellaneous nondurable goods whsle . . . . .	2	D	D	D	e	D	D	D
422990	Other miscellaneous nondurable goods whsle . . . . .	2	D	D	D	e	D	D	D
4229904	Other nondurable goods whsle . . . . .	2	D	D	D	e	D	D	D

**Table 3. Summary Statistics for Metropolitan Areas: 1997—Con.**

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<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>									
	<b>Agents, brokers, and commission merchants .....</b>	<b>1 431</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>i</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods .....	1 018	D	D	D	i	D	D	D
4211	Motor vehicle & motor vehicle parts & supplies whsle.....	31	D	D	D	f	D	D	D
42111	Automobile & other motor vehicle whsle .....	7	D	D	D	f	D	D	D
421110	Automobile & other motor vehicle whsle .....	7	D	D	D	f	D	D	D
4211101	Automobile & motorcycle whsle ..	2	D	D	D	f	D	D	D
42112	Motor vehicle supplies & new parts whsle .....	24	D	D	D	c	D	D	D
421120	Motor vehicle supplies & new parts whsle .....	24	D	D	D	c	D	D	D
4211201	Motor vehicle supplies & new parts—warehouse distributors ..	10	D	D	D	b	D	D	D
4211202	Motor vehicle supplies & new parts—jobbers .....	12	D	D	D	b	D	D	D
4212	Furniture & home furnishings whsle ...	106	D	D	D	e	D	D	D
42121	Furniture whsle .....	50	D	D	D	c	D	D	D
421210	Furniture whsle .....	50	D	D	D	c	D	D	D
4212101	Household & lawn furniture whsle .....	25	214 583	3 211	782	63	7 478	—	—
4212102	Office & business furniture whsle .....	25	D	D	D	b	D	D	D
42122	Home furnishings whsle .....	56	D	D	D	c	D	D	D
421220	Home furnishings whsle .....	56	D	D	D	c	D	D	D
4212201	Household china, glassware, & crockery whsle .....	10	D	D	D	b	D	D	D
4212202	Linens, domestics, draperies, & curtains whsle .....	20	D	D	D	b	D	D	D
4212204	Other home furnishings whsle ..	22	D	D	D	b	D	D	D
4213	Lumber & other construction materials whsle .....	31	D	D	D	c	D	D	D
42131	Lumber, plywood, millwork, & wood panel whsle .....	18	D	D	D	b	D	D	D
421310	Lumber, plywood, millwork, & wood panel whsle .....	18	D	D	D	b	D	D	D
4213103	Plywood, veneer, millwork, & wood panel whsle .....	17	D	D	D	b	D	D	D
42132	Brick, stone, & related construction materials whsle .....	1	D	D	D	b	D	D	D
421320	Brick, stone, & related construction materials whsle .....	1	D	D	D	b	D	D	D
42133	Roofing, siding, & insulation material whsle .....	6	D	D	D	a	D	D	D
421330	Roofing, siding, & insulation material whsle .....	6	D	D	D	a	D	D	D
4213301	Roofing, siding, & insulation material whsle .....	6	D	D	D	a	D	D	D
4214	Professional & commercial equipment & supplies whsle .....	138	D	D	D	f	D	D	D
42141	Photographic equipment & supplies whsle .....	5	D	D	D	a	D	D	D
421410	Photographic equipment & supplies whsle.....	5	D	D	D	a	D	D	D
42142	Office equipment whsle .....	10	D	D	D	b	D	D	D
421420	Office equipment whsle .....	10	D	D	D	b	D	D	D
42143	Computer & computer peripheral equipment & software whsle .....	47	D	D	D	c	D	D	D
421430	Computer & computer peripheral equipment & software whsle.....	47	D	D	D	c	D	D	D
4214301	Computer & peripheral equipment whsle .....	37	D	D	D	c	D	D	D
42143011	Computers & peripheral equipment for resale .....	20	D	D	D	b	D	D	D
42143012	Computers & peripheral equipment for end use .....	17	D	D	D	b	D	D	D
4214302	Computer software (packaged) whsle .....	10	D	D	D	b	D	D	D
42144	Other commercial equipment whsle ..	16	D	D	D	b	D	D	D
421440	Other commercial equipment whsle .....	16	D	D	D	b	D	D	D
4214401	Restaurant & hotel equipment & supplies whsle .....	12	D	D	D	b	D	D	D
4214402	Store machines & equipment whsle .....	4	D	D	D	a	D	D	D
42145	Medical, dental, & hospital equipment & supplies whsle .....	45	251 273	13 087	4 708	296	28 814	465	549
421450	Medical, dental, & hospital equipment & supplies whsle .....	45	251 273	13 087	4 708	296	28 814	465	549
4214501	Surgical, medical, & hospital supplies whsle.....	45	251 273	13 087	4 708	296	28 814	465	549
42146	Ophthalmic goods whsle .....	4	D	D	D	a	D	D	D
421460	Ophthalmic goods whsle .....	4	D	D	D	a	D	D	D

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<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>									
<b>Agents, brokers, and commission merchants—Con.</b>									
421	Wholesale trade, durable goods—Con.								
4214	Professional & commercial equipment & supplies whsle—Con.								
42149	Other professional equipment & supplies whsle . . . . .	11	59 441	3 663	688	46	6 102	295	292
421490	Other professional equipment & supplies whsle . . . . .	11	59 441	3 663	688	46	6 102	295	292
4214902	Other professional equipment & supplies whsle . . . . .	11	59 441	3 663	688	46	6 102	295	292
4215	Metal & mineral (except petroleum) whsle . . . . .	33	D	D	D	b	D	D	D
42151	Metal service centers & offices . . . . .	33	D	D	D	b	D	D	D
421510	Metal service centers & offices . . . . .	33	D	D	D	b	D	D	D
4215101	Ferrous metal service centers & sales offices . . . . .	20	D	D	D	b	D	D	D
42151012	Ferrous metal sales offices . . . . .	19	D	D	D	b	D	D	D
4215102	Nonferrous metal service centers & sales offices . . . . .	13	D	D	D	b	D	D	D
42151021	Nonferrous metal service centers . . . . .	2	D	D	D	b	D	D	D
42151022	Nonferrous metal sales offices . . . . .	11	D	D	D	b	D	D	D
4216	Electrical goods whsle . . . . .	297	3 845 194	105 148	23 866	1 683	168 540	925	1 156
42161	Electrical apparatus & equip, wiring supp, & const material whsle . . . . .	98	740 210	24 395	5 467	501	43 231	265	297
421610	Electrical apparatus & equip, wiring supp, & const material whsle . . . . .	98	740 210	24 395	5 467	501	43 231	265	297
42162	Electrical appliance, television & radio set whsle . . . . .	22	D	D	D	c	D	D	D
421620	Electrical appliance, television & radio set whsle . . . . .	22	D	D	D	c	D	D	D
42169	Other electronic parts & equipment whsle . . . . .	177	D	D	D	g	D	D	D
421690	Other electronic parts & equipment whsle . . . . .	177	D	D	D	g	D	D	D
4216901	Communications equipment & supplies whsle . . . . .	23	D	D	D	b	D	D	D
4216902	Electronic parts (excluding communications equipment) whsle . . . . .	154	D	D	D	f	D	D	D
4217	Hardware, & plumbing & heating equipment & supplies whsle . . . . .	87	633 545	25 296	6 096	460	45 870	1 774	2 907
42171	Hardware whsle . . . . .	30	D	D	D	c	D	D	D
421710	Hardware whsle . . . . .	30	D	D	D	c	D	D	D
42172	Plumbing & heating equipment & supplies (hydronics) whsle . . . . .	38	D	D	D	e	D	D	D
421720	Plumbing & heating equipment & supplies (hydronics) whsle . . . . .	38	D	D	D	e	D	D	D
42173	Warm air heating & air-conditioning equipment & supplies whsle . . . . .	17	D	D	D	b	D	D	D
421730	Warm air heating & air-conditioning equipment & supplies whsle . . . . .	17	D	D	D	b	D	D	D
4218	Machinery, equipment, & supplies whsle . . . . .	197	D	D	D	f	D	D	D
42181	Construction & mining (except petroleum) machinery & equip whsle . . . . .	7	D	D	D	a	D	D	D
421810	Construction & mining (except petroleum) machinery & equip whsle . . . . .	7	D	D	D	a	D	D	D
42182	Farm & garden machinery & equipment whsle . . . . .	6	D	D	D	b	D	D	D
421820	Farm & garden machinery & equipment whsle . . . . .	6	D	D	D	b	D	D	D
4218203	Lawn & garden machinery & equipment whsle . . . . .	5	D	D	D	b	D	D	D
42183	Industrial machinery & equipment whsle . . . . .	147	D	D	D	f	D	D	D
421830	Industrial machinery & equipment whsle . . . . .	147	D	D	D	f	D	D	D
4218301	Food-processing machinery & equipment whsle . . . . .	12	D	D	D	b	D	D	D
4218302	Hydraulic & pneumatic (fluid-power) machinery & equipment whsle . . . . .	10	D	D	D	b	D	D	D
42183021	Hydraulic & pneumatic pumps & motors whsle . . . . .	6	D	D	D	a	D	D	D
4218303	General-purpose industrial machinery & equipment whsle . . . . .	60	D	D	D	c	D	D	D
4218304	Metalworking machinery & equipment whsle . . . . .	14	40 305	1 479	349	37	2 700	—	242
4218305	Materials handling equipment whsle . . . . .	12	D	D	D	b	D	D	D
4218307	Other industrial machinery & equipment whsle . . . . .	39	109 902	5 047	1 094	94	9 423	396	322

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<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>									
<b>Agents, brokers, and commission merchants—Con.</b>									
421	Wholesale trade, durable goods—Con.								
4218	Machinery, equipment, & supplies whsle—Con.								
42184	Industrial supplies whsle . . . . .	23	D	D	D	b	D	D	D
421840	Industrial supplies whsle . . . . .	23	D	D	D	b	D	D	D
4218402	Mechanical power transmission supplies whsle . . . . .	4	D	D	D	a	D	D	D
4218404	Industrial containers & supplies whsle . . . . .	6	40 784	578	145	8	1 265	—	—
4218405	Industrial valves & fittings (except fluid-power) whsle . . . . .	4	D	D	D	b	D	D	D
42185	Service establishment equipment & supplies whsle . . . . .	11	D	D	D	b	D	D	D
421850	Service establishment equipment & supplies whsle . . . . .	11	D	D	D	b	D	D	D
4218502	Custodial, janitors' equipment & supplies whsle . . . . .	5	D	D	D	b	D	D	D
4219	Miscellaneous durable goods whsle . . . . .	98	D	D	D	e	D	D	D
42191	Sporting & recreational goods & supplies whsle . . . . .	32	D	D	D	c	D	D	D
421910	Sporting & recreational goods & supplies whsle . . . . .	32	D	D	D	c	D	D	D
42192	Toy & hobby goods & supplies whsle . . . . .	18	D	D	D	b	D	D	D
421920	Toy & hobby goods & supplies whsle . . . . .	18	D	D	D	b	D	D	D
42193	Recyclable material whsle . . . . .	3	D	D	D	b	D	D	D
421930	Recyclable material whsle . . . . .	3	D	D	D	b	D	D	D
4219301	Iron & steel scrap processors & dealers . . . . .	1	D	D	D	b	D	D	D
42194	Jewelry/watch/silverware/precious stone, & precious metal whsle . . . . .	7	D	D	D	a	D	D	D
421940	Jewelry/watch/silverware/precious stone, & precious metal whsle . . . . .	7	D	D	D	a	D	D	D
4219401	Jewelry, watch, diamonds, precious stone, & silverware whsle . . . . .	7	D	D	D	a	D	D	D
42199	Other miscellaneous durable goods whsle . . . . .	38	D	D	D	c	D	D	D
421990	Other miscellaneous durable goods whsle . . . . .	38	D	D	D	c	D	D	D
4219903	General merchandise (durable goods) whsle . . . . .	15	D	D	D	b	D	D	D
4219906	Other durable goods whsle . . . . .	10	D	D	D	a	D	D	D
422	Wholesale trade, nondurable goods . . . . .	413	9 591 918	164 867	37 286	3 647	302 986	4 838	6 065
4221	Paper & paper product whsle . . . . .	56	D	D	D	c	D	D	D
42212	Stationery & office supplies whsle . . . . .	27	D	D	D	b	D	D	D
422120	Stationery & office supplies whsle . . . . .	27	D	D	D	b	D	D	D
42213	Industrial & personal service paper whsle . . . . .	23	150 792	4 406	932	66	7 607	—	—
422130	Industrial & personal service paper whsle . . . . .	23	150 792	4 406	932	66	7 607	—	—
4222	Drugs, & druggists' sundries whsle . . . . .	8	D	D	D	b	D	D	D
42221	Drugs, & druggists' sundries whsle . . . . .	8	D	D	D	b	D	D	D
422210	Drugs, & druggists' sundries whsle . . . . .	8	D	D	D	b	D	D	D
4222102	Specialty-line drug, pharmaceutical, cosmetic, & toiletries whsle . . . . .	8	D	D	D	b	D	D	D
4223	Apparel, piece goods, & notions whsle . . . . .	97	D	D	D	e	D	D	D
42231	Piece goods, notions, & other dry goods whsle . . . . .	20	D	D	D	b	D	D	D
422310	Piece goods, notions, & other dry goods whsle . . . . .	20	D	D	D	b	D	D	D
4223101	Piece goods—jobbers . . . . .	14	205 897	2 657	675	46	6 464	3	2
42232	Men's & boys' clothing & furnishings whsle . . . . .	17	D	D	D	b	D	D	D
422320	Men's & boys' clothing & furnishings whsle . . . . .	17	D	D	D	b	D	D	D
42233	Women's, children's, & infants' clothing & accessories whsle . . . . .	38	D	D	D	b	D	D	D
422330	Women's, children's, & infants' clothing & accessories whsle . . . . .	38	D	D	D	b	D	D	D
42234	Footwear whsle . . . . .	22	D	D	D	c	D	D	D
422340	Footwear whsle . . . . .	22	D	D	D	c	D	D	D

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<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>									
<b>Agents, brokers, and commission merchants—Con.</b>									
422	Wholesale trade, nondurable goods—Con.								
4224	Grocery & related products whsle . . . . .	123	D	D	D	h	D	D	D
42241	General-line grocery whsle . . . . .	17	D	D	D	f	D	D	D
422410	General-line grocery whsle . . . . .	17	D	D	D	f	D	D	D
4224103	Other general-line grocery whsle . . . . .	17	D	D	D	f	D	D	D
42242	Packaged frozen food whsle . . . . .	19	D	D	D	f	D	D	D
422420	Packaged frozen food whsle . . . . .	19	D	D	D	f	D	D	D
42243	Dairy products, (except dried or canned) whsle . . . . .	6	D	D	D	b	D	D	D
422430	Dairy products, (except dried or canned) whsle . . . . .	6	D	D	D	b	D	D	D
4224302	Dairy product (except raw milk) whsle . . . . .	6	D	D	D	b	D	D	D
42244	Poultry & poultry product whsle . . . . .	7	D	D	D	b	D	D	D
422440	Poultry & poultry product whsle . . . . .	7	D	D	D	b	D	D	D
4224401	Live poultry whsle . . . . .	1	D	D	D	b	D	D	D
4224402	Poultry & poultry product (except live) whsle . . . . .	6	D	D	D	b	D	D	D
42245	Confectionery whsle . . . . .	12	D	D	D	b	D	D	D
422450	Confectionery whsle . . . . .	12	D	D	D	b	D	D	D
42248	Fresh fruit & vegetable whsle . . . . .	10	D	D	D	b	D	D	D
422480	Fresh fruit & vegetable whsle . . . . .	10	D	D	D	b	D	D	D
42249	Other grocery & related products whsle . . . . .	44	2 229 021	38 500	9 254	972	62 758	2 400	3 001
422490	Other grocery & related products whsle . . . . .	44	2 229 021	38 500	9 254	972	62 758	2 400	3 001
4224901	Coffee, tea, & spice whsle . . . . .	5	D	D	D	b	D	D	D
4224902	Bread & baked goods whsle . . . . .	11	D	D	D	b	D	D	D
4224904	Canned goods whsle . . . . .	7	D	D	D	b	D	D	D
4224905	Food & beverage basic materials whsle . . . . .	6	D	D	D	a	D	D	D
4224906	Other grocery specialties whsle . . . . .	13	D	D	D	f	D	D	D
4225	Farm-product raw material whsle . . . . .	10	D	D	D	b	D	D	D
42259	Other farm product raw material whsle . . . . .	7	D	D	D	a	D	D	D
422590	Other farm product raw material whsle . . . . .	7	D	D	D	a	D	D	D
4225903	Wool, wool tops, & mohair whsle . . . . .	4	D	D	D	a	D	D	D
4226	Chemical & allied products whsle . . . . .	37	D	D	D	b	D	D	D
42261	Plastics materials & basic forms & shapes whsle . . . . .	18	D	D	D	b	D	D	D
422610	Plastics materials & basic forms & shapes whsle . . . . .	18	D	D	D	b	D	D	D
42269	Other chemical & allied products whsle . . . . .	19	D	D	D	b	D	D	D
422690	Other chemical & allied products whsle . . . . .	19	D	D	D	b	D	D	D
4226902	Other chemical & allied products whsle . . . . .	18	D	D	D	b	D	D	D
4227	Petroleum & petroleum products whsle . . . . .	5	D	D	D	b	D	D	D
42272	Petroleum & petroleum prod whsle (exc bulk stations & terminals) . . . . .	4	D	D	D	b	D	D	D
422720	Petroleum & petroleum prod whsle (exc bulk stations & terminals) . . . . .	4	D	D	D	b	D	D	D
4228	Beer, wine, & distilled alcoholic beverage whsle . . . . .	8	D	D	D	b	D	D	D
42282	Wine & distilled alcoholic beverage whsle . . . . .	8	D	D	D	b	D	D	D
422820	Wine & distilled alcoholic beverage whsle . . . . .	8	D	D	D	b	D	D	D
4228201	Wine & distilled alcoholic bev (licensed operation) whsle . . . . .	8	D	D	D	b	D	D	D
4229	Miscellaneous nondurable goods whsle . . . . .	69	D	D	D	e	D	D	D
42292	Book, periodical, & newspaper whsle . . . . .	15	D	D	D	c	D	D	D
422920	Book, periodical, & newspaper whsle . . . . .	15	D	D	D	c	D	D	D
42293	Flower, nursery stock, & florists' supplies whsle . . . . .	4	D	D	D	a	D	D	D
422930	Flower, nursery stock, & florists' supplies whsle . . . . .	4	D	D	D	a	D	D	D
42299	Other miscellaneous nondurable goods whsle . . . . .	48	D	D	D	c	D	D	D
422990	Other miscellaneous nondurable goods whsle . . . . .	48	D	D	D	c	D	D	D
4229901	Art goods whsle . . . . .	16	D	D	D	b	D	D	D
4229904	Other nondurable goods whsle . . . . .	22	D	D	D	b	D	D	D

**Table 3. Summary Statistics for Metropolitan Areas: 1997—Con.**

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NAICS code	Geographic area, type of operation, and kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1996 inventories <sup>f</sup> (\$1,000)	End-of-1997 inventories <sup>f</sup> (\$1,000)
<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>									
<b>Boston, MA-NH PMSA</b>									
<b>42</b>	<b>Wholesale trade .....</b>	<b>6 285</b>	<b>85 284 775</b>	<b>4 621 723</b>	<b>1 092 213</b>	<b>98 865</b>	<b>8 937 288</b>	<b>4 614 303</b>	<b>4 862 960</b>
421	Wholesale trade, durable goods .....	4 084	45 615 588	2 910 870	696 989	58 394	5 291 334	2 477 732	2 632 486
4211	Motor vehicle & motor vehicle parts & supplies whsle.....	292	11 994 788	145 318	32 013	4 156	271 797	328 190	308 390
42111	Automobile & other motor vehicle whsle .....	57	10 726 056	56 100	10 775	1 444	105 587	218 753	200 676
421110	Automobile & other motor vehicle whsle .....	57	10 726 056	56 100	10 775	1 444	105 587	218 753	200 676
4211101	Automobile & motorcycle whsle .	29	D	D	D	f	D	D	D
4211102	Bus & recreational vehicle whsle .....	3	D	D	D	b	D	D	D
4211103	Light truck & van (14,000 lb or less) whsle .....	8	D	D	D	c	D	D	D
4211104	Medium truck & tractor (14,001 lb to 26,000 lb) whsle.....	6	D	D	D	c	D	D	D
4211105	Heavy truck & tractor (over 26,000 lb) whsle .....	11	D	D	D	c	D	D	D
42112	Motor vehicle supplies & new parts whsle .....	149	1 101 987	68 561	16 350	2 059	126 774	87 433	84 320
421120	Motor vehicle supplies & new parts whsle .....	149	1 101 987	68 561	16 350	2 059	126 774	87 433	84 320
4211201	Motor vehicle supplies & new parts—warehouse distributors .	59	D	D	D	f	D	D	D
4211202	Motor vehicle supplies & new parts—jobbers.....	82	844 659	47 342	10 978	1 335	85 433	58 600	55 094
42113	Tire & tube whsle .....	12	D	D	D	c	D	D	D
421130	Tire & tube whsle .....	12	D	D	D	c	D	D	D
42114	Motor vehicle parts, (used) whsle ...	74	D	D	D	e	D	D	D
421140	Motor vehicle parts, (used) whsle .	74	D	D	D	e	D	D	D
4212	Furniture & home furnishings whsle ...	285	1 891 135	113 473	25 567	2 449	235 953	72 943	79 971
42121	Furniture whsle .....	115	984 725	57 582	13 442	1 139	110 177	27 676	30 948
421210	Furniture whsle .....	115	984 725	57 582	13 442	1 139	110 177	27 676	30 948
4212101	Household & lawn furniture whsle .....	50	264 355	10 236	2 205	289	21 744	7 867	8 259
4212102	Office & business furniture whsle .....	65	720 370	47 346	11 237	850	88 433	19 809	22 689
42122	Home furnishings whsle .....	170	906 410	55 891	12 125	1 310	125 776	45 267	49 023
421220	Home furnishings whsle .....	170	906 410	55 891	12 125	1 310	125 776	45 267	49 023
4212201	Household china, glassware, & crockery whsle .....	26	184 438	22 686	4 751	456	54 377	16 974	18 072
4212202	Linens, domestics, draperies, & curtains whsle .....	57	402 803	9 591	2 014	284	17 622	3 069	3 967
4212203	Floor coverings whsle .....	27	72 240	9 924	2 327	202	18 919	9 528	9 775
4212204	Other home furnishings whsle ..	60	246 929	13 690	3 033	368	34 858	15 696	17 209
4213	Lumber & other construction materials whsle .....	166	947 175	71 877	15 801	1 721	136 715	79 924	92 992
42131	Lumber, plywood, millwork, & wood panel whsle .....	75	582 340	35 113	8 161	910	64 985	52 836	58 335
421310	Lumber, plywood, millwork, & wood panel whsle .....	75	582 340	35 113	8 161	910	64 985	52 836	58 335
4213101	Lumber without yard whsle .....	12	D	D	D	b	D	D	D
4213102	Lumber with yard whsle .....	14	D	D	D	e	D	D	D
4213103	Plywood, veneer, millwork, & wood panel whsle .....	49	343 838	20 876	5 000	606	39 446	25 924	28 990
42132	Brick, stone, & related construction materials whsle .....	42	126 006	13 557	3 100	322	29 461	10 004	11 427
421320	Brick, stone, & related construction materials whsle .....	42	126 006	13 557	3 100	322	29 461	10 004	11 427
4213201	Brick, block, tile, clay/cement sewer pipe whsle .....	11	27 541	3 197	772	88	6 877	3 514	3 658
4213202	Sand, gravel, & stone whsle ....	16	15 573	3 461	762	105	6 971	923	1 525
4213203	Cement, lime, & related products whsle .....	15	82 892	6 899	1 566	129	15 613	5 567	6 244
42133	Roofing, siding, & insulation material whsle .....	17	133 837	10 529	1 570	159	19 375	8 986	14 833
421330	Roofing, siding, & insulation material whsle .....	17	133 837	10 529	1 570	159	19 375	8 986	14 833
4213301	Roofing, siding, & insulation material whsle .....	17	133 837	10 529	1 570	159	19 375	8 986	14 833
42139	Other construction materials whsle ..	32	104 992	12 678	2 970	330	22 894	8 098	8 397
421390	Other construction materials whsle .....	32	104 992	12 678	2 970	330	22 894	8 098	8 397
4213901	Flat glass & other construction glass whsle .....	9	D	D	D	b	D	D	D
4213902	Other construction materials whsle .....	23	D	D	D	c	D	D	D

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NAICS code	Geographic area, type of operation, and kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1996 inventories <sup>f</sup> (\$1,000)	End-of-1997 inventories <sup>f</sup> (\$1,000)
	<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>								
	<b>Boston, MA-NH PMSA—Con.</b>								
<b>42</b>	<b>Wholesale trade—Con.</b>								
421	Wholesale trade, durable goods—Con.								
4214	Professional & commercial equipment & supplies whsle . . . . .	942	10 893 021	1 196 407	294 954	21 068	2 012 778	667 600	737 511
42141	Photographic equipment & supplies whsle . . . . .	38	888 651	32 439	7 109	708	73 789	102 045	105 730
421410	Photographic equipment & supplies whsle . . . . .	38	888 651	32 439	7 109	708	73 789	102 045	105 730
42142	Office equipment whsle . . . . .	101	889 584	119 057	29 966	2 871	219 528	53 946	60 522
421420	Office equipment whsle . . . . .	101	889 584	119 057	29 966	2 871	219 528	53 946	60 522
42143	Computer & computer peripheral equipment & software whsle . . . . .	447	6 290 078	732 429	180 744	11 086	1 131 868	147 959	159 778
421430	Computer & computer peripheral equipment & software whsle . . . . .	447	6 290 078	732 429	180 744	11 086	1 131 868	147 959	159 778
4214301	Computer & peripheral equipment whsle . . . . .	339	5 698 391	627 885	157 848	9 587	940 551	134 724	142 662
42143011	Computers & peripheral equipment for resale . . . . .	146	2 932 098	197 157	43 777	3 120	293 965	66 696	72 647
42143012	Computers & peripheral equipment for end use . . . . .	193	2 766 293	430 728	114 071	6 467	646 586	68 028	70 015
4214302	Computer software (packaged) whsle . . . . .	108	591 687	104 544	22 896	1 499	191 317	13 235	17 116
42144	Other commercial equipment whsle . . . . .	76	233 465	33 345	6 988	818	62 322	17 981	18 164
421440	Other commercial equipment whsle . . . . .	76	233 465	33 345	6 988	818	62 322	17 981	18 164
4214401	Restaurant & hotel equipment & supplies whsle . . . . .	46	153 197	20 566	4 099	512	36 289	12 854	13 200
4214402	Store machines & equipment whsle . . . . .	30	80 268	12 779	2 889	306	26 033	5 127	4 964
42145	Medical, dental, & hospital equipment & supplies whsle . . . . .	175	1 780 397	161 830	42 599	3 453	316 376	213 985	269 389
421450	Medical, dental, & hospital equipment & supplies whsle . . . . .	175	1 780 397	161 830	42 599	3 453	316 376	213 985	269 389
4214501	Surgical, medical, & hospital supplies whsle . . . . .	155	1 711 285	148 874	39 644	3 227	291 000	210 766	264 359
4214502	Dental equipment & supplies whsle . . . . .	20	69 112	12 956	2 955	226	25 376	3 219	5 030
42146	Ophthalmic goods whsle . . . . .	32	76 113	9 803	2 172	235	19 915	6 926	8 599
421460	Ophthalmic goods whsle . . . . .	32	76 113	9 803	2 172	235	19 915	6 926	8 599
42149	Other professional equipment & supplies whsle . . . . .	73	734 733	107 504	25 376	1 897	188 980	124 758	115 329
421490	Other professional equipment & supplies whsle . . . . .	73	734 733	107 504	25 376	1 897	188 980	124 758	115 329
4214901	Religious & school supplies whsle . . . . .	7	D	D	D	b	D	D	D
4214902	Other professional equipment & supplies whsle . . . . .	66	D	D	D	g	D	D	D
4215	Metal & mineral (except petroleum) whsle . . . . .	128	D	D	D	g	D	D	D
42151	Metal service centers & offices . . . . .	125	D	D	D	g	D	D	D
421510	Metal service centers & offices . . . . .	125	D	D	D	g	D	D	D
4215101	Ferrous metal service centers & sales offices . . . . .	90	521 053	44 180	11 346	1 052	82 905	50 966	54 595
42151011	Ferrous metal service centers . . . . .	50	D	D	D	f	D	D	D
42151012	Ferrous metal sales offices . . . . .	40	D	D	D	c	D	D	D
4215102	Nonferrous metal service centers & sales offices . . . . .	35	D	D	D	e	D	D	D
42151021	Nonferrous metal service centers . . . . .	23	223 177	27 126	4 033	346	51 905	34 104	46 155
42151022	Nonferrous metal sales offices . . . . .	12	D	D	D	b	D	D	D
4216	Electrical goods whsle . . . . .	758	10 707 053	602 416	146 750	11 794	1 149 481	513 703	543 175
42161	Electrical apparatus & equip, wiring supp, & const material whsle . . . . .	210	1 595 155	115 791	27 405	2 609	207 950	68 751	74 874
421610	Electrical apparatus & equip, wiring supp, & const material whsle . . . . .	210	1 595 155	115 791	27 405	2 609	207 950	68 751	74 874
42162	Electrical appliance, television & radio set whsle . . . . .	79	1 276 496	43 131	10 520	920	147 350	180 911	180 791
421620	Electrical appliance, television & radio set whsle . . . . .	79	1 276 496	43 131	10 520	920	147 350	180 911	180 791
42169	Other electronic parts & equipment whsle . . . . .	469	7 835 402	443 494	108 825	8 265	794 181	264 041	287 510
421690	Other electronic parts & equipment whsle . . . . .	469	7 835 402	443 494	108 825	8 265	794 181	264 041	287 510
4216901	Communications equipment & supplies whsle . . . . .	149	1 537 563	163 641	43 773	3 381	272 232	36 945	44 072
4216902	Electronic parts (excluding communications equipment) whsle . . . . .	320	6 297 839	279 853	65 052	4 884	521 949	227 096	243 438



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	<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>								
	<b>Boston, MA-NH PMSA—Con.</b>								
<b>42</b>	<b>Wholesale trade—Con.</b>								
421	Wholesale trade, durable goods—Con.								
4217	Hardware, & plumbing & heating equipment & supplies whsle . . . . .	299	2 061 971	188 963	43 908	3 728	322 663	131 598	138 407
42171	Hardware whsle . . . . .	135	1 242 278	99 041	21 734	1 744	160 227	58 793	62 193
421710	Hardware whsle . . . . .	135	1 242 278	99 041	21 734	1 744	160 227	58 793	62 193
42172	Plumbing & heating equipment & supplies (hydronics) whsle . . . . .	83	523 571	42 109	10 164	963	77 284	40 465	43 222
421720	Plumbing & heating equipment & supplies (hydronics) whsle . . . . .	83	523 571	42 109	10 164	963	77 284	40 465	43 222
42173	Warm air heating & air-conditioning equipment & supplies whsle . . . . .	59	D	D	D	f	D	D	D
421730	Warm air heating & air-conditioning equipment & supplies whsle . . . . .	59	D	D	D	f	D	D	D
42174	Refrigeration equipment & supplies whsle . . . . .	22	D	D	D	c	D	D	D
421740	Refrigeration equipment & supplies whsle . . . . .	22	D	D	D	c	D	D	D
4218	Machinery, equipment, & supplies whsle . . . . .	756	3 893 513	366 556	86 999	7 977	677 005	397 932	399 429
42181	Construction & mining (except petroleum) machinery & equip whsle . . . . .	42	389 812	34 518	8 759	737	55 082	74 980	81 104
421810	Construction & mining (except petroleum) machinery & equip whsle . . . . .	42	389 812	34 518	8 759	737	55 082	74 980	81 104
42182	Farm & garden machinery & equipment whsle . . . . .	11	D	D	D	c	D	D	D
421820	Farm & garden machinery & equipment whsle . . . . .	11	D	D	D	c	D	D	D
4218202	Farm machinery & equipment—whsle distributors . . . . .	3	D	D	D	c	D	D	D
4218203	Lawn & garden machinery & equipment whsle . . . . .	5	45 682	3 409	703	89	6 090	3 750	4 000
42183	Industrial machinery & equipment whsle . . . . .	442	2 146 668	226 904	53 562	4 783	427 713	252 532	245 344
421830	Industrial machinery & equipment whsle . . . . .	442	2 146 668	226 904	53 562	4 783	427 713	252 532	245 344
4218301	Food-processing machinery & equipment whsle . . . . .	24	94 543	9 907	2 446	209	20 407	25 765	24 395
4218302	Hydraulic & pneumatic (fluid-power) machinery & equipment whsle . . . . .	46	182 563	24 391	5 893	535	45 726	19 210	19 653
42183021	Hydraulic & pneumatic pumps & motors whsle . . . . .	26	87 681	10 925	2 496	240	22 169	9 093	9 776
42183022	Hydraulic & pneumatic parts, accessories, & supplies whsle . . . . .	20	94 882	13 466	3 397	295	23 557	10 117	9 877
4218303	General-purpose industrial machinery & equipment whsle . . . . .	148	794 789	70 034	16 279	1 396	126 181	82 084	84 761
4218304	Metalworking machinery & equipment whsle . . . . .	47	247 343	20 924	4 616	441	39 979	45 354	36 307
4218305	Materials handling equipment whsle . . . . .	51	209 361	33 655	7 860	753	66 986	20 227	18 242
4218306	Oilwell, oil refinery, & pipeline mach, equip, & supplies whsle . . . . .	5	D	D	D	b	D	D	D
4218307	Other industrial machinery & equipment whsle . . . . .	121	D	D	D	g	D	D	D
42184	Industrial supplies whsle . . . . .	156	1 085 742	64 000	15 364	1 356	120 425	37 752	40 141
421840	Industrial supplies whsle . . . . .	156	1 085 742	64 000	15 364	1 356	120 425	37 752	40 141
4218401	General-line industrial supplies whsle . . . . .	24	D	D	D	c	D	D	D
4218402	Mechanical power transmission supplies whsle . . . . .	24	90 843	8 392	1 909	225	16 472	9 634	10 231
4218403	Welding supplies whsle . . . . .	17	D	D	D	c	D	D	D
4218404	Industrial containers & supplies whsle . . . . .	27	D	D	D	c	D	D	D
4218405	Industrial valves & fittings (except fluid-power) whsle . . . . .	18	129 236	8 875	2 026	161	19 289	9 292	10 455
4218406	Other industrial supplies whsle . . . . .	46	D	D	D	f	D	D	D
42185	Service establishment equipment & supplies whsle . . . . .	82	161 773	28 181	6 498	732	48 403	19 064	18 559
421850	Service establishment equipment & supplies whsle . . . . .	82	161 773	28 181	6 498	732	48 403	19 064	18 559
4218501	Beauty & barber shop equipment & supplies whsle . . . . .	15	35 649	7 761	1 669	238	12 555	5 989	5 869
4218502	Custodial, janitors' equipment & supplies whsle . . . . .	24	D	D	D	c	D	D	D
4218503	Laundry & dry-cleaning equipment & supplies whsle . . . . .	11	D	D	D	b	D	D	D
4218504	Other service establishment equipment & supplies whsle . . . . .	32	78 051	13 403	3 132	280	23 456	9 051	8 610

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	<b>Boston, MA-NH PMSA—Con.</b>								
<b>42</b>	<b>Wholesale trade—Con.</b>								
421	Wholesale trade, durable goods—Con.								
4218	Machinery, equipment, & supplies whsle—Con.								
42186	Transportation equipment & supplies (exc motor vehicle) whsle .....	23	D	D	D	c	D	D	D
421860	Transportation equipment & supplies (exc motor vehicle) whsle .....	23	D	D	D	c	D	D	D
4218602	Marine machinery, equipment, & supplies whsle.....	14	D	D	D	b	D	D	D
4219	Miscellaneous durable goods whsle ...	458	D	D	D	h	D	D	D
42191	Sporting & recreational goods & supplies whsle .....	87	475 267	39 703	9 576	1 173	105 358	76 340	87 486
421910	Sporting & recreational goods & supplies whsle .....	87	475 267	39 703	9 576	1 173	105 358	76 340	87 486
42192	Toy & hobby goods & supplies whsle .....	42	230 277	9 482	1 851	188	22 955	5 639	12 191
421920	Toy & hobby goods & supplies whsle .....	42	230 277	9 482	1 851	188	22 955	5 639	12 191
42193	Recyclable material whsle .....	98	335 197	30 285	6 938	898	68 798	13 214	15 528
421930	Recyclable material whsle .....	98	335 197	30 285	6 938	898	68 798	13 214	15 528
4219301	Iron & steel scrap processors & dealers .....	27	153 114	11 093	2 589	277	29 348	5 855	6 159
42193011	Iron & steel scrap processors (using power processing equipment) .....	13	85 104	7 331	1 627	179	21 915	4 906	5 142
42193012	Iron & steel scrap processors (not using power processing equip) .....	14	68 010	3 762	962	98	7 433	949	1 017
4219302	Recyclable paper & paperboard whsle .....	18	D	D	D	c	D	D	D
4219303	Other recyclable material whsle .....	53	D	D	D	e	D	D	D
42194	Jewelry/watch/silverware/precious stone, & precious metal whsle .....	96	298 914	20 233	4 592	502	44 045	56 446	66 199
421940	Jewelry/watch/silverware/precious stone, & precious metal whsle .....	96	298 914	20 233	4 592	502	44 045	56 446	66 199
4219401	Jewelry, watch, diamonds, precious stone, & silverware whsle .....	86	D	D	D	e	D	D	D
4219402	Precious metal (excluding ores) whsle .....	10	D	D	D	b	D	D	D
42199	Other miscellaneous durable goods whsle .....	135	D	D	D	g	D	D	D
421990	Other miscellaneous durable goods whsle .....	135	D	D	D	g	D	D	D
4219901	Musical instruments & supplies whsle .....	11	26 190	3 595	736	113	7 601	3 300	3 567
4219902	Forest products (except lumber) whsle .....	11	D	D	D	c	D	D	D
4219903	General merchandise (durable goods) whsle .....	32	D	D	D	c	D	D	D
4219904	Prerecorded media whsle .....	33	D	D	D	e	D	D	D
42199041	Compact discs/prerecorded audio tapes, & phonograph records whsle .....	28	D	D	D	e	D	D	D
42199042	Prerecorded video tapes whsle .....	5	D	D	D	b	D	D	D
4219905	Fire extinguishers & fire safety equipment whsle .....	14	16 054	4 549	1 127	127	7 996	1 380	1 418
4219906	Other durable goods whsle .....	34	D	D	D	e	D	D	D
422	Wholesale trade, nondurable goods .....	2 201	39 669 187	1 710 853	395 224	40 471	3 645 954	2 136 571	2 230 474
4221	Paper & paper product whsle .....	279	2 520 663	189 489	45 575	4 278	346 950	135 926	138 897
42211	Printing & writing paper whsle .....	46	968 788	35 003	8 386	594	63 606	30 722	30 097
422110	Printing & writing paper whsle .....	46	968 788	35 003	8 386	594	63 606	30 722	30 097
42212	Stationery & office supplies whsle ...	136	1 009 190	86 885	21 258	2 115	166 110	74 852	77 714
422120	Stationery & office supplies whsle ..	136	1 009 190	86 885	21 258	2 115	166 110	74 852	77 714
42213	Industrial & personal service paper whsle .....	97	542 685	67 601	15 931	1 569	117 234	30 352	31 086
422130	Industrial & personal service paper whsle .....	97	542 685	67 601	15 931	1 569	117 234	30 352	31 086
4222	Drugs, & druggists' sundries whsle ....	85	3 227 573	131 013	32 467	2 869	299 040	340 208	405 568
42221	Drugs, & druggists' sundries whsle ..	85	3 227 573	131 013	32 467	2 869	299 040	340 208	405 568
422210	Drugs, & druggists' sundries whsle .....	85	3 227 573	131 013	32 467	2 869	299 040	340 208	405 568
4222101	General-line drugs whsle .....	33	2 000 413	70 047	17 846	1 553	184 920	258 107	260 577
4222102	Specialty-line drug, pharmaceutical, cosmetic, & toiletries whsle .....	52	1 227 160	60 966	14 621	1 316	114 120	82 101	144 991

**Table 3. Summary Statistics for Metropolitan Areas: 1997—Con.**

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NAICS code	Geographic area, type of operation, and kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1996 inventories <sup>f</sup> (\$1,000)	End-of-1997 inventories <sup>f</sup> (\$1,000)
	<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>								
	<b>Boston, MA-NH PMSA—Con.</b>								
<b>42</b>	<b>Wholesale trade—Con.</b>								
422	Wholesale trade, nondurable goods—Con.								
4223	Apparel, piece goods, & notions whsle.	328	5 646 053	329 077	70 906	6 632	812 372	756 579	731 861
42231	Piece goods, notions, & other dry goods whsle	83	337 553	31 604	7 170	827	72 981	42 815	43 039
422310	Piece goods, notions, & other dry goods whsle	83	337 553	31 604	7 170	827	72 981	42 815	43 039
4223101	Piece goods—jobbers	58	271 824	25 380	5 768	664	58 833	34 141	35 829
4223102	Notions & other dry goods whsle	25	65 729	6 224	1 402	163	14 148	8 674	7 210
42232	Men's & boys' clothing & furnishings whsle	64	525 988	48 590	10 519	1 425	113 707	40 405	47 489
422320	Men's & boys' clothing & furnishings whsle	64	525 988	48 590	10 519	1 425	113 707	40 405	47 489
42233	Women's, children's, & infants' clothing & accessories whsle	109	432 696	40 561	9 460	926	92 538	44 624	49 914
422330	Women's, children's, & infants' clothing & accessories whsle	109	432 696	40 561	9 460	926	92 538	44 624	49 914
42234	Footwear whsle	72	4 349 816	208 322	43 757	3 454	533 146	628 735	591 419
422340	Footwear whsle	72	4 349 816	208 322	43 757	3 454	533 146	628 735	591 419
4224	Grocery & related products whsle	781	15 695 852	601 325	137 866	15 442	1 152 178	334 871	358 218
42241	General-line grocery whsle	76	2 818 520	108 868	26 605	2 640	169 841	52 722	53 256
422410	General-line grocery whsle	76	2 818 520	108 868	26 605	2 640	169 841	52 722	53 256
4224103	Other general-line grocery whsle	72	2 811 342	107 727	26 311	2 605	167 860	52 114	52 566
42242	Packaged frozen food whsle	77	2 322 036	67 940	17 217	1 947	132 723	81 762	85 135
422420	Packaged frozen food whsle	77	2 322 036	67 940	17 217	1 947	132 723	81 762	85 135
42243	Dairy products, (except dried or canned) whsle	27	400 267	18 821	5 361	463	32 419	7 100	6 766
422430	Dairy products, (except dried or canned) whsle	27	400 267	18 821	5 361	463	32 419	7 100	6 766
4224302	Dairy product (except raw milk) whsle	27	400 267	18 821	5 361	463	32 419	7 100	6 766
42244	Poultry & poultry product whsle	19	313 313	11 126	2 084	237	21 049	7 220	6 907
422440	Poultry & poultry product whsle	19	313 313	11 126	2 084	237	21 049	7 220	6 907
4224402	Poultry & poultry product (except live) whsle	19	313 313	11 126	2 084	237	21 049	7 220	6 907
42245	Confectionery whsle	30	D	D	D	f	D	D	D
422450	Confectionery whsle	30	D	D	D	f	D	D	D
42246	Fish & seafood whsle	150	1 047 981	53 328	11 334	1 457	111 096	44 656	53 615
422460	Fish & seafood whsle	150	1 047 981	53 328	11 334	1 457	111 096	44 656	53 615
42247	Meat & meat product whsle	56	D	D	D	g	D	D	D
422470	Meat & meat product whsle	56	D	D	D	g	D	D	D
42248	Fresh fruit & vegetable whsle	128	1 166 998	80 437	15 242	1 863	161 600	14 597	15 110
422480	Fresh fruit & vegetable whsle	128	1 166 998	80 437	15 242	1 863	161 600	14 597	15 110
42249	Other grocery & related products whsle	218	6 596 055	201 112	45 595	5 122	410 919	108 369	115 951
422490	Other grocery & related products whsle	218	6 596 055	201 112	45 595	5 122	410 919	108 369	115 951
4224901	Coffee, tea, & spice whsle	23	360 178	6 182	1 426	365	27 783	4 012	4 062
4224902	Bread & baked goods whsle	58	220 588	19 290	4 440	660	42 770	1 718	1 972
4224903	Soft drinks whsle	27	278 673	39 428	8 688	1 000	76 823	3 167	3 547
4224904	Canned goods whsle	26	904 073	28 653	6 278	640	59 222	55 602	57 355
4224905	Food & beverage basic materials whsle	15	59 185	2 121	490	79	8 304	4 776	3 683
4224906	Other grocery specialties whsle	69	4 773 358	105 438	24 273	2 378	196 017	39 094	45 332
4225	Farm-product raw material whsle	41	386 687	8 580	2 015	249	26 538	21 868	23 820
42259	Other farm product raw material whsle	29	D	D	D	c	D	D	D
422590	Other farm product raw material whsle	29	D	D	D	c	D	D	D
4225901	Hides, skins, & pelts whsle	12	D	D	D	c	D	D	D
4225903	Wool, wool tops, & mohair whsle	17	D	D	D	b	D	D	D
4226	Chemical & allied products whsle	167	1 253 773	89 466	19 820	1 880	178 932	67 710	74 733
42261	Plastics materials & basic forms & shapes whsle	47	302 996	19 650	4 441	368	35 976	14 949	15 089
422610	Plastics materials & basic forms & shapes whsle	47	302 996	19 650	4 441	368	35 976	14 949	15 089
42269	Other chemical & allied products whsle	120	950 777	69 816	15 379	1 512	142 956	52 761	59 644
422690	Other chemical & allied products whsle	120	950 777	69 816	15 379	1 512	142 956	52 761	59 644
4226902	Other chemical & allied products whsle	113	D	D	D	g	D	D	D

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NAICS code	Geographic area, type of operation, and kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1996 inventories <sup>f</sup> (\$1,000)	End-of-1997 inventories <sup>f</sup> (\$1,000)
	<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>								
	<b>Boston, MA-NH PMSA—Con.</b>								
<b>42</b>	<b>Wholesale trade—Con.</b>								
422	Wholesale trade, nondurable goods—Con.								
4227	Petroleum & petroleum products								
	whsle .....	74	6 540 201	70 072	17 289	1 658	237 628	244 777	253 815
42271	Petroleum bulk stations & terminals .	35	2 732 042	37 431	9 307	818	85 776	101 415	103 629
422710	Petroleum bulk stations & terminals .....	35	2 732 042	37 431	9 307	818	85 776	101 415	103 629
4227101	Petroleum bulk stations & terminals (except LP) .....	35	2 732 042	37 431	9 307	818	85 776	101 415	103 629
42271011	Petroleum bulk stations (except LP) .....	21	D	D	D	e	D	D	D
42271012	Petroleum bulk terminals (except LP) .....	14	D	D	D	e	D	D	D
42272	Petroleum & petroleum prod whsle (exc bulk stations & terminals) .....	39	3 808 159	32 641	7 982	840	151 852	143 362	150 186
422720	Petroleum & petroleum prod whsle (exc bulk stations & terminals) ...	39	3 808 159	32 641	7 982	840	151 852	143 362	150 186
4228	Beer, wine, & distilled alcoholic beverage whsle .....	48	948 916	85 043	20 289	2 077	173 691	71 132	71 037
42281	Beer & ale whsle .....	12	387 702	42 293	10 269	1 143	74 914	12 141	13 408
422810	Beer & ale whsle .....	12	387 702	42 293	10 269	1 143	74 914	12 141	13 408
42282	Wine & distilled alcoholic beverage whsle .....	36	561 214	42 750	10 020	934	98 777	58 991	57 629
422820	Wine & distilled alcoholic beverage whsle .....	36	561 214	42 750	10 020	934	98 777	58 991	57 629
4228201	Wine & distilled alcoholic bev (licensed operation) whsle .....	36	561 214	42 750	10 020	934	98 777	58 991	57 629
4229	Miscellaneous nondurable goods								
	whsle .....	398	3 449 469	206 788	48 997	5 386	418 625	163 500	172 525
42291	Farm supplies whsle .....	21	28 492	2 793	501	69	6 353	2 241	2 501
422910	Farm supplies whsle .....	21	28 492	2 793	501	69	6 353	2 241	2 501
4229102	Farm supplies—whsle distributors .....	15	D	D	D	b	D	D	D
42292	Book, periodical, & newspaper whsle .....	107	1 109 321	95 378	24 530	2 293	177 149	59 808	58 545
422920	Book, periodical, & newspaper whsle .....	107	1 109 321	95 378	24 530	2 293	177 149	59 808	58 545
42293	Flower, nursery stock, & florists' supplies whsle .....	43	D	D	D	f	D	D	D
422930	Flower, nursery stock, & florists' supplies whsle .....	43	D	D	D	f	D	D	D
42294	Tobacco & tobacco product whsle ...	17	1 220 788	27 608	6 592	810	56 517	27 210	31 253
422940	Tobacco & tobacco product whsle ..	17	1 220 788	27 608	6 592	810	56 517	27 210	31 253
42295	Paint, varnish, & supplies whsle ....	27	139 596	18 138	4 222	491	38 424	19 188	20 469
422950	Paint, varnish, & supplies whsle ...	27	139 596	18 138	4 222	491	38 424	19 188	20 469
4229501	Paint, varnish, & supplies whsle .....	27	139 596	18 138	4 222	491	38 424	19 188	20 469
42299	Other miscellaneous nondurable goods whsle .....	183	D	D	D	g	D	D	D
422990	Other miscellaneous nondurable goods whsle .....	183	D	D	D	g	D	D	D
4229901	Art goods whsle .....	55	103 531	11 146	2 289	318	30 030	14 484	16 483
4229902	General merchandise (nondurable goods) whsle .....	37	56 782	7 343	1 514	171	16 251	3 241	3 817
4229903	Textile bags, bagging, & burlap whsle .....	11	D	D	D	b	D	D	D
4229904	Other nondurable goods whsle .	80	D	D	D	f	D	D	D
	<b>Merchant wholesalers .....</b>	<b>4 849</b>	<b>43 911 666</b>	<b>3 242 726</b>	<b>734 314</b>	<b>73 593</b>	<b>6 508 601</b>	<b>4 052 090</b>	<b>4 192 571</b>
421	Wholesale trade, durable goods .....	3 119	21 959 031	1 973 687	446 173	42 623	3 771 918	2 164 240	2 249 365
4211	Motor vehicle & motor vehicle parts & supplies whsle .....	256	D	D	D	h	D	D	D
42111	Automobile & other motor vehicle whsle .....	48	D	D	D	f	D	D	D
421110	Automobile & other motor vehicle whsle .....	48	D	D	D	f	D	D	D
4211101	Automobile & motorcycle whsle .	26	D	D	D	e	D	D	D
4211102	Bus & recreational vehicle whsle .....	3	D	D	D	b	D	D	D
4211104	Medium truck & tractor (14,001 lb to 26,000 lb) whsle .....	5	D	D	D	c	D	D	D
4211105	Heavy truck & tractor (over 26,000 lb) whsle .....	11	D	D	D	c	D	D	D
42112	Motor vehicle supplies & new parts whsle .....	123	555 340	45 008	10 846	1 632	85 847	74 375	74 960
421120	Motor vehicle supplies & new parts whsle .....	123	555 340	45 008	10 846	1 632	85 847	74 375	74 960
4211201	Motor vehicle supplies & new parts—warehouse distributors .	49	D	D	D	f	D	D	D
4211202	Motor vehicle supplies & new parts—jobbers .....	68	D	D	D	f	D	D	D
42113	Tire & tube whsle .....	11	D	D	D	c	D	D	D
421130	Tire & tube whsle .....	11	D	D	D	c	D	D	D
42114	Motor vehicle parts, (used) whsle ...	74	D	D	D	e	D	D	D
421140	Motor vehicle parts, (used) whsle .	74	D	D	D	e	D	D	D

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NAICS code	Geographic area, type of operation, and kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1996 inventories <sup>f</sup> (\$1,000)	End-of-1997 inventories <sup>f</sup> (\$1,000)
<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>									
<b>Boston, MA-NH PMSA—Con.</b>									
<b>Merchant wholesalers—Con.</b>									
421	Wholesale trade, durable goods—Con.								
4212	Furniture & home furnishings whsle . . .	186	D	D	D	g	D	D	D
42121	Furniture whsle . . . . .	70	D	D	D	f	D	D	D
421210	Furniture whsle . . . . .	70	D	D	D	f	D	D	D
4212101	Household & lawn furniture whsle . . . . .	29	D	D	D	c	D	D	D
4212102	Office & business furniture whsle . . . . .	41	D	D	D	f	D	D	D
42122	Home furnishings whsle . . . . .	116	D	D	D	g	D	D	D
421220	Home furnishings whsle . . . . .	116	D	D	D	g	D	D	D
4212201	Household china, glassware, & crockery whsle . . . . .	18	D	D	D	e	D	D	D
4212202	Linens, domestics, draperies, & curtains whsle . . . . .	34	D	D	D	c	D	D	D
4212203	Floor coverings whsle . . . . .	23	D	D	D	c	D	D	D
4212204	Other home furnishings whsle . . . . .	41	D	D	D	e	D	D	D
4213	Lumber & other construction materials whsle . . . . .	133	727 068	63 841	14 087	1 514	116 188	75 955	87 920
42131	Lumber, plywood, millwork, & wood panel whsle . . . . .	60	D	D	D	f	D	D	D
421310	Lumber, plywood, millwork, & wood panel whsle . . . . .	60	D	D	D	f	D	D	D
4213101	Lumber without yard whsle . . . . .	11	D	D	D	b	D	D	D
4213102	Lumber with yard whsle . . . . .	14	D	D	D	e	D	D	D
4213103	Plywood, veneer, millwork, & wood panel whsle . . . . .	35	D	D	D	f	D	D	D
42132	Brick, stone, & related construction materials whsle . . . . .	35	D	D	D	c	D	D	D
421320	Brick, stone, & related construction materials whsle . . . . .	35	D	D	D	c	D	D	D
4213201	Brick, block, tile, clay/cement sewer pipe whsle . . . . .	9	D	D	D	b	D	D	D
4213202	Sand, gravel, & stone whsle . . . . .	15	D	D	D	b	D	D	D
4213203	Cement, lime, & related products whsle . . . . .	11	D	D	D	c	D	D	D
42133	Roofing, siding, & insulation material whsle . . . . .	11	D	D	D	c	D	D	D
421330	Roofing, siding, & insulation material whsle . . . . .	11	D	D	D	c	D	D	D
4213301	Roofing, siding, & insulation material whsle . . . . .	11	D	D	D	c	D	D	D
42139	Other construction materials whsle . . . . .	27	D	D	D	e	D	D	D
421390	Other construction materials whsle . . . . .	27	D	D	D	e	D	D	D
4213901	Flat glass & other construction glass whsle . . . . .	7	D	D	D	b	D	D	D
4213902	Other construction materials whsle . . . . .	20	D	D	D	c	D	D	D
4214	Professional & commercial equipment & supplies whsle . . . . .	776	6 762 847	692 374	153 153	13 319	1 253 437	468 700	471 704
42141	Photographic equipment & supplies whsle . . . . .	32	D	D	D	f	D	D	D
421410	Photographic equipment & supplies whsle . . . . .	32	D	D	D	f	D	D	D
42142	Office equipment whsle . . . . .	87	478 439	81 706	20 080	1 934	163 261	43 898	49 369
421420	Office equipment whsle . . . . .	87	478 439	81 706	20 080	1 934	163 261	43 898	49 369
42143	Computer & computer peripheral equipment & software whsle . . . . .	372	4 326 054	353 269	73 914	5 953	598 112	136 461	147 070
421430	Computer & computer peripheral equipment & software whsle . . . . .	372	4 326 054	353 269	73 914	5 953	598 112	136 461	147 070
4214301	Computer & peripheral equipment whsle . . . . .	275	3 941 721	258 626	53 371	4 552	428 756	123 391	132 765
42143011	Computers & peripheral equipment for resale . . . . .	119	2 217 187	79 832	16 980	1 573	139 483	58 619	65 452
42143012	Computers & peripheral equipment for end use . . . . .	156	1 724 534	178 794	36 391	2 979	289 273	64 772	67 313
4214302	Computer software (packaged) whsle . . . . .	97	384 333	94 643	20 543	1 401	169 356	13 070	14 305
42144	Other commercial equipment whsle . . . . .	64	D	D	D	f	D	D	D
421440	Other commercial equipment whsle . . . . .	64	D	D	D	f	D	D	D
4214401	Restaurant & hotel equipment & supplies whsle . . . . .	38	D	D	D	e	D	D	D
4214402	Store machines & equipment whsle . . . . .	26	D	D	D	e	D	D	D
42145	Medical, dental, & hospital equipment & supplies whsle . . . . .	132	949 817	103 342	24 426	2 250	214 228	115 629	109 359
421450	Medical, dental, & hospital equipment & supplies whsle . . . . .	132	949 817	103 342	24 426	2 250	214 228	115 629	109 359
4214501	Surgical, medical, & hospital supplies whsle . . . . .	112	880 705	90 386	21 471	2 024	188 852	112 410	104 329
4214502	Dental equipment & supplies whsle . . . . .	20	69 112	12 956	2 955	226	25 376	3 219	5 030
42146	Ophthalmic goods whsle . . . . .	28	D	D	D	c	D	D	D
421460	Ophthalmic goods whsle . . . . .	28	D	D	D	c	D	D	D

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NAICS code	Geographic area, type of operation, and kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1996 inventories <sup>f</sup> (\$1,000)	End-of-1997 inventories <sup>f</sup> (\$1,000)
	<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>								
	<b>Boston, MA-NH PMSA—Con.</b>								
	<b>Merchant wholesalers—Con.</b>								
421	Wholesale trade, durable goods—Con.								
4214	Professional & commercial equipment & supplies whsle—Con.								
42149	Other professional equipment & supplies whsle .....	61	D	D	D	g	D	D	D
421490	Other professional equipment & supplies whsle .....	61	D	D	D	g	D	D	D
4214901	Religious & school supplies whsle .....	7	D	D	D	b	D	D	D
4214902	Other professional equipment & supplies whsle .....	54	D	D	D	g	D	D	D
4215	Metal & mineral (except petroleum) whsle .....	99	D	D	D	g	D	D	D
42151	Metal service centers & offices .....	96	585 793	66 817	14 242	1 305	125 913	77 461	92 043
421510	Metal service centers & offices .....	96	585 793	66 817	14 242	1 305	125 913	77 461	92 043
4215101	Ferrous metal service centers & sales offices .....	72	D	D	D	g	D	D	D
42151011	Ferrous metal service centers .....	48	D	D	D	f	D	D	D
42151012	Ferrous metal sales offices .....	24	D	D	D	c	D	D	D
4215102	Nonferrous metal service centers & sales offices .....	24	D	D	D	e	D	D	D
42151021	Nonferrous metal service centers .....	18	D	D	D	e	D	D	D
4216	Electrical goods whsle .....	475	4 679 659	400 672	92 377	8 071	801 766	455 081	482 718
42161	Electrical apparatus & equip, wiring supp, & const material whsle .....	125	715 958	73 494	17 481	1 781	142 918	56 530	61 989
421610	Electrical apparatus & equip, wiring supp, & const material whsle .....	125	715 958	73 494	17 481	1 781	142 918	56 530	61 989
42162	Electrical appliance, television & radio set whsle .....	57	D	D	D	f	D	D	D
421620	Electrical appliance, television & radio set whsle .....	57	D	D	D	f	D	D	D
42169	Other electronic parts & equipment whsle .....	293	D	D	D	i	D	D	D
421690	Other electronic parts & equipment whsle .....	293	D	D	D	i	D	D	D
4216901	Communications equipment & supplies whsle .....	104	494 581	107 524	25 074	2 095	189 722	29 719	36 546
4216902	Electronic parts (excluding communications equipment) whsle .....	189	D	D	D	h	D	D	D
4217	Hardware, & plumbing & heating equipment & supplies whsle .....	221	831 641	116 358	27 489	2 946	212 537	126 100	131 600
42171	Hardware whsle .....	105	384 292	55 913	12 756	1 442	99 683	58 251	61 041
421710	Hardware whsle .....	105	384 292	55 913	12 756	1 442	99 683	58 251	61 041
42172	Plumbing & heating equipment & supplies (hydronics) whsle .....	53	236 199	29 204	7 087	708	54 558	37 519	39 771
421720	Plumbing & heating equipment & supplies (hydronics) whsle .....	53	236 199	29 204	7 087	708	54 558	37 519	39 771
42173	Warm air heating & air-conditioning equipment & supplies whsle .....	42	D	D	D	f	D	D	D
421730	Warm air heating & air-conditioning equipment & supplies whsle .....	42	D	D	D	f	D	D	D
42174	Refrigeration equipment & supplies whsle .....	21	D	D	D	c	D	D	D
421740	Refrigeration equipment & supplies whsle .....	21	D	D	D	c	D	D	D
4218	Machinery, equipment, & supplies whsle .....	587	D	D	D	i	D	D	D
42181	Construction & mining (except petroleum) machinery & equip whsle .....	36	D	D	D	f	D	D	D
421810	Construction & mining (except petroleum) machinery & equip whsle .....	36	D	D	D	f	D	D	D
42182	Farm & garden machinery & equipment whsle .....	8	D	D	D	c	D	D	D
421820	Farm & garden machinery & equipment whsle .....	8	D	D	D	c	D	D	D
4218202	Farm machinery & equipment—whsle distributors .....	3	D	D	D	c	D	D	D

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	<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>								
	<b>Boston, MA-NH PMSA—Con.</b>								
	<b>Merchant wholesalers—Con.</b>								
421	Wholesale trade, durable goods—Con.								
4218	Machinery, equipment, & supplies whsle—Con.								
42183	Industrial machinery & equipment whsle .....	320	1 428 310	184 567	43 938	3 949	347 999	239 172	231 789
421830	Industrial machinery & equipment whsle .....	320	1 428 310	184 567	43 938	3 949	347 999	239 172	231 789
4218301	Food-processing machinery & equipment whsle .....	18	64 252	8 446	2 155	185	17 642	25 635	24 264
4218302	Hydraulic & pneumatic (fluid-power) machinery & equipment whsle .....	36	144 611	21 528	5 126	474	40 536	18 653	19 243
42183021	Hydraulic & pneumatic pumps & motors whsle .....	20	D	D	D	c	D	D	D
42183022	Hydraulic & pneumatic parts, accessories, & supplies whsle .....	16	D	D	D	e	D	D	D
4218303	General-purpose industrial machinery & equipment whsle .	92	417 422	49 423	11 706	1 010	90 600	76 164	79 573
4218304	Metalworking machinery & equipment whsle .....	36	204 426	18 581	4 026	386	35 906	45 354	36 070
4218305	Materials handling equipment whsle .....	41	147 862	27 739	6 388	617	51 314	18 127	15 442
4218306	Oilwell, oil refinery, & pipeline mach, equip, & supplies whsle .	5	D	D	D	b	D	D	D
4218307	Other industrial machinery & equipment whsle .....	92	D	D	D	g	D	D	D
42184	Industrial supplies whsle .....	126	429 002	47 087	10 670	1 097	88 844	36 516	39 260
421840	Industrial supplies whsle .....	126	429 002	47 087	10 670	1 097	88 844	36 516	39 260
4218401	General-line industrial supplies whsle .....	22	D	D	D	c	D	D	D
4218402	Mechanical power transmission supplies whsle .....	19	67 815	7 376	1 682	198	14 407	9 283	9 855
4218403	Welding supplies whsle .....	13	D	D	D	c	D	D	D
4218404	Industrial containers & supplies whsle .....	23	D	D	D	c	D	D	D
4218405	Industrial valves & fittings (except fluid-power) whsle . . .	13	D	D	D	c	D	D	D
4218406	Other industrial supplies whsle .	36	D	D	D	e	D	D	D
42185	Service establishment equipment & supplies whsle .....	77	D	D	D	f	D	D	D
421850	Service establishment equipment & supplies whsle .....	77	D	D	D	f	D	D	D
4218501	Beauty & barber shop equipment & supplies whsle . . .	14	D	D	D	c	D	D	D
4218502	Custodial, janitors' equipment & supplies whsle .....	22	D	D	D	c	D	D	D
4218503	Laundry & dry-cleaning equipment & supplies whsle . . .	11	D	D	D	b	D	D	D
4218504	Other service establishment equipment & supplies whsle . . .	30	D	D	D	e	D	D	D
42186	Transportation equipment & supplies (exc motor vehicle) whsle .....	20	D	D	D	c	D	D	D
421860	Transportation equipment & supplies (exc motor vehicle) whsle .....	20	D	D	D	c	D	D	D
4218602	Marine machinery, equipment, & supplies whsle .....	14	D	D	D	b	D	D	D
4219	Miscellaneous durable goods whsle . . .	386	D	D	D	h	D	D	D
42191	Sporting & recreational goods & supplies whsle .....	67	D	D	D	g	D	D	D
421910	Sporting & recreational goods & supplies whsle .....	67	D	D	D	g	D	D	D
42192	Toy & hobby goods & supplies whsle .....	27	68 008	5 833	1 048	135	17 268	5 639	12 191
421920	Toy & hobby goods & supplies whsle .....	27	68 008	5 833	1 048	135	17 268	5 639	12 191
42193	Recyclable material whsle .....	95	D	D	D	f	D	D	D
421930	Recyclable material whsle .....	95	D	D	D	f	D	D	D
4219301	Iron & steel scrap processors & dealers .....	26	D	D	D	e	D	D	D
42193011	Iron & steel scrap processors (using power processing equipment) .....	13	85 104	7 331	1 627	179	21 915	4 906	5 142
42193012	Iron & steel scrap processors (not using power processing equip) .....	13	D	D	D	b	D	D	D
4219302	Recyclable paper & paperboard whsle .....	18	D	D	D	c	D	D	D
4219303	Other recyclable material whsle .	51	D	D	D	e	D	D	D
42194	Jewelry/watch/silverware/precious stone, & precious metal whsle . . . .	90	D	D	D	e	D	D	D
421940	Jewelry/watch/silverware/precious stone, & precious metal whsle . . .	90	D	D	D	e	D	D	D
4219401	Jewelry, watch, diamonds, precious stone, & silverware whsle .....	80	D	D	D	e	D	D	D

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<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>									
<b>Boston, MA-NH PMSA—Con.</b>									
<b>Merchant wholesalers—Con.</b>									
421	Wholesale trade, durable goods—Con.								
4219	Miscellaneous durable goods whse—Con.								
42199	Other miscellaneous durable goods whse .....	107	820 357	44 985	10 332	1 128	89 018	47 845	48 871
421990	Other miscellaneous durable goods whse .....	107	820 357	44 985	10 332	1 128	89 018	47 845	48 871
4219901	Musical instruments & supplies whse .....	9	D	D	D	c	D	D	D
4219902	Forest products (except lumber) whse .....	11	D	D	D	c	D	D	D
4219903	General merchandise (durable goods) whse .....	23	D	D	D	b	D	D	D
4219904	Prerecorded media whse .....	23	D	D	D	e	D	D	D
42199041	Compact discs/prerecorded audio tapes, & phonograph records whse .....	18	D	D	D	e	D	D	D
42199042	Prerecorded video tapes whse .....	5	D	D	D	b	D	D	D
4219905	Fire extinguishers & fire safety equipment whse .....	12	D	D	D	c	D	D	D
4219906	Other durable goods whse .....	29	D	D	D	e	D	D	D
422	Wholesale trade, nondurable goods .....	1 730	21 952 635	1 269 039	288 141	30 970	2 736 683	1 887 850	1 943 206
4221	Paper & paper product whse .....	213	1 584 302	152 224	35 519	3 573	270 485	115 193	119 135
42211	Printing & writing paper whse .....	37	645 478	32 274	7 806	557	58 061	30 722	30 057
422110	Printing & writing paper whse .....	37	645 478	32 274	7 806	557	58 061	30 722	30 057
42212	Stationery & office supplies whse .....	94	518 455	55 990	12 565	1 498	101 537	54 119	57 992
422120	Stationery & office supplies whse .....	94	518 455	55 990	12 565	1 498	101 537	54 119	57 992
42213	Industrial & personal service paper whse .....	82	420 369	63 960	15 148	1 518	110 887	30 352	31 086
422130	Industrial & personal service paper whse .....	82	420 369	63 960	15 148	1 518	110 887	30 352	31 086
4222	Drugs, & druggists' sundries whse .....	73	D	D	D	g	D	D	D
42221	Drugs, & druggists' sundries whse .....	73	D	D	D	g	D	D	D
422210	Drugs, & druggists' sundries whse .....	73	D	D	D	g	D	D	D
4222101	General-line drugs whse .....	33	2 000 413	70 047	17 846	1 553	184 920	258 107	260 577
4222102	Specialty-line drug, pharmaceutical, cosmetic, & toiletries whse .....	40	D	D	D	f	D	D	D
4223	Apparel, piece goods, & notions whse .....	226	3 631 264	267 807	56 210	5 516	641 319	640 594	583 038
42231	Piece goods, notions, & other dry goods whse .....	62	176 558	20 506	4 551	533	44 141	27 387	27 733
422310	Piece goods, notions, & other dry goods whse .....	62	176 558	20 506	4 551	533	44 141	27 387	27 733
4223101	Piece goods—jobbers .....	44	D	D	D	e	D	D	D
4223102	Notions & other dry goods whse .....	18	D	D	D	c	D	D	D
42232	Men's & boys' clothing & furnishings whse .....	49	302 102	44 917	9 644	1 368	106 835	40 401	47 483
422320	Men's & boys' clothing & furnishings whse .....	49	302 102	44 917	9 644	1 368	106 835	40 401	47 483
42233	Women's, children's, & infants' clothing & accessories whse .....	67	327 282	37 121	8 675	859	86 126	43 799	49 065
422330	Women's, children's, & infants' clothing & accessories whse .....	67	327 282	37 121	8 675	859	86 126	43 799	49 065
42234	Footwear whse .....	48	2 825 322	165 263	33 340	2 756	404 217	529 007	458 757
422340	Footwear whse .....	48	2 825 322	165 263	33 340	2 756	404 217	529 007	458 757
4224	Grocery & related products whse .....	654	6 662 897	409 951	92 201	10 771	802 740	308 565	330 681
42241	General-line grocery whse .....	65	982 532	80 555	19 781	1 892	125 561	52 722	53 256
422410	General-line grocery whse .....	65	982 532	80 555	19 781	1 892	125 561	52 722	53 256
4224103	Other general-line grocery whse .....	61	975 354	79 414	19 487	1 857	123 580	52 114	52 566
42242	Packaged frozen food whse .....	61	907 523	46 530	11 982	1 407	92 335	81 705	85 025
422420	Packaged frozen food whse .....	61	907 523	46 530	11 982	1 407	92 335	81 705	85 025
42243	Dairy products, (except dried or canned) whse .....	22	D	D	D	e	D	D	D
422430	Dairy products, (except dried or canned) whse .....	22	D	D	D	e	D	D	D
4224302	Dairy product (except raw milk) whse .....	22	D	D	D	e	D	D	D
42244	Poultry & poultry product whse .....	16	D	D	D	c	D	D	D
422440	Poultry & poultry product whse .....	16	D	D	D	c	D	D	D
4224402	Poultry & poultry product (except live) whse .....	16	D	D	D	c	D	D	D
42245	Confectionery whse .....	16	D	D	D	c	D	D	D
422450	Confectionery whse .....	16	D	D	D	c	D	D	D
42246	Fish & seafood whse .....	147	D	D	D	g	D	D	D
422460	Fish & seafood whse .....	147	D	D	D	g	D	D	D
42247	Meat & meat product whse .....	51	D	D	D	g	D	D	D
422470	Meat & meat product whse .....	51	D	D	D	g	D	D	D



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<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>									
<b>Boston, MA-NH PMSA—Con.</b>									
<b>Merchant wholesalers—Con.</b>									
422	Wholesale trade, nondurable goods—Con.								
4224	Grocery & related products whsle—Con.								
42248	Fresh fruit & vegetable whsle . . . . .	119	D	D	D	g	D	D	D
422480	Fresh fruit & vegetable whsle . . . . .	119	D	D	D	g	D	D	D
42249	Other grocery & related products whsle . . . . .	157	1 531 789	88 518	18 824	2 459	196 689	96 424	103 336
422490	Other grocery & related products whsle . . . . .	157	1 531 789	88 518	18 824	2 459	196 689	96 424	103 336
4224901	Coffee, tea, & spice whsle . . . . .	17	D	D	D	e	D	D	D
4224902	Bread & baked goods whsle . . . . .	44	D	D	D	e	D	D	D
4224903	Soft drinks whsle . . . . .	18	D	D	D	c	D	D	D
4224904	Canned goods whsle . . . . .	17	508 000	22 772	4 832	515	43 514	53 214	54 365
4224905	Food & beverage basic materials whsle . . . . .	11	D	D	D	b	D	D	D
4224906	Other grocery specialties whsle . . . . .	50	D	D	D	f	D	D	D
4225	Farm-product raw material whsle . . . . .	32	D	D	D	c	D	D	D
42259	Other farm product raw material whsle . . . . .	23	D	D	D	c	D	D	D
422590	Other farm product raw material whsle . . . . .	23	D	D	D	c	D	D	D
4225901	Hides, skins, & pelts whsle . . . . .	9	D	D	D	c	D	D	D
4225903	Wool, wool tops, & mohair whsle . . . . .	14	D	D	D	b	D	D	D
4226	Chemical & allied products whsle . . . . .	116	890 140	72 267	15 871	1 540	144 972	64 072	69 916
42261	Plastics materials & basic forms & shapes whsle . . . . .	34	240 288	15 940	3 736	322	30 234	14 191	14 311
422610	Plastics materials & basic forms & shapes whsle . . . . .	34	240 288	15 940	3 736	322	30 234	14 191	14 311
42269	Other chemical & allied products whsle . . . . .	82	649 852	56 327	12 135	1 218	114 738	49 881	55 605
422690	Other chemical & allied products whsle . . . . .	82	649 852	56 327	12 135	1 218	114 738	49 881	55 605
4226902	Other chemical & allied products whsle . . . . .	79	D	D	D	g	D	D	D
4227	Petroleum & petroleum products whsle . . . . .	61	D	D	D	g	D	D	D
42271	Petroleum bulk stations & terminals . . . . .	28	D	D	D	f	D	D	D
422710	Petroleum bulk stations & terminals . . . . .	28	D	D	D	f	D	D	D
4227101	Petroleum bulk stations & terminals (except LP) . . . . .	28	D	D	D	f	D	D	D
42271011	Petroleum bulk stations (except LP) . . . . .	20	D	D	D	e	D	D	D
42271012	Petroleum bulk terminals (except LP) . . . . .	8	D	D	D	e	D	D	D
42272	Petroleum & petroleum prod whsle (exc bulk stations & terminals) . . . . .	33	D	D	D	f	D	D	D
422720	Petroleum & petroleum prod whsle (exc bulk stations & terminals) . . . . .	33	D	D	D	f	D	D	D
4228	Beer, wine, & distilled alcoholic beverage whsle . . . . .	38	624 049	68 431	16 792	1 618	115 785	68 909	68 688
42281	Beer & ale whsle . . . . .	11	D	D	D	f	D	D	D
422810	Beer & ale whsle . . . . .	11	D	D	D	f	D	D	D
42282	Wine & distilled alcoholic beverage whsle . . . . .	27	D	D	D	f	D	D	D
422820	Wine & distilled alcoholic beverage whsle . . . . .	27	D	D	D	f	D	D	D
4228201	Wine & distilled alcoholic bev (licensed operation) whsle . . . . .	27	D	D	D	f	D	D	D
4229	Miscellaneous nondurable goods whsle . . . . .	317	D	D	D	h	D	D	D
42291	Farm supplies whsle . . . . .	20	D	D	D	b	D	D	D
422910	Farm supplies whsle . . . . .	20	D	D	D	b	D	D	D
4229102	Farm supplies—whsle distributors . . . . .	14	D	D	D	b	D	D	D
42292	Book, periodical, & newspaper whsle . . . . .	76	D	D	D	g	D	D	D
422920	Book, periodical, & newspaper whsle . . . . .	76	D	D	D	g	D	D	D
42293	Flower, nursery stock, & florists' supplies whsle . . . . .	41	D	D	D	e	D	D	D
422930	Flower, nursery stock, & florists' supplies whsle . . . . .	41	D	D	D	e	D	D	D
42294	Tobacco & tobacco product whsle . . . . .	15	D	D	D	f	D	D	D
422940	Tobacco & tobacco product whsle . . . . .	15	D	D	D	f	D	D	D
42295	Paint, varnish, & supplies whsle . . . . .	21	96 020	16 326	3 761	440	33 461	16 562	17 733
422950	Paint, varnish, & supplies whsle . . . . .	21	96 020	16 326	3 761	440	33 461	16 562	17 733
4229501	Paint, varnish, & supplies whsle . . . . .	21	96 020	16 326	3 761	440	33 461	16 562	17 733

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	<b>Boston, MA-NH PMSA—Con.</b>								
	<b>Merchant wholesalers—Con.</b>								
422	Wholesale trade, nondurable goods—Con.								
4229	Miscellaneous nondurable goods whsle—Con.								
42299	Other miscellaneous nondurable goods whsle .....	144	D	D	D	f	D	D	D
422990	Other miscellaneous nondurable goods whsle .....	144	D	D	D	f	D	D	D
4229901	Art goods whsle .....	42	D	D	D	e	D	D	D
4229902	General merchandise (nondurable goods) whsle.....	30	D	D	D	c	D	D	D
4229903	Textile bags, bagging, & burlap whsle .....	8	D	D	D	a	D	D	D
4229904	Other nondurable goods whsle ..	64	D	D	D	e	D	D	D
	<b>Manufacturers' sales branches and sales offices ..</b>	<b>438</b>	<b>25 396 717</b>	<b>1 032 694</b>	<b>276 781</b>	<b>18 014</b>	<b>1 813 035</b>	<b>554 727</b>	<b>660 369</b>
421	Wholesale trade, durable goods .....	276	D	D	D	j	D	D	D
4211	Motor vehicle & motor vehicle parts & supplies whsle .....	12	D	D	D	e	D	D	D
42111	Automobile & other motor vehicle whsle .....	4	D	D	D	c	D	D	D
421110	Automobile & other motor vehicle whsle .....	4	D	D	D	c	D	D	D
4211103	Light truck & van (14,000 lb or less) whsle .....	3	D	D	D	c	D	D	D
42112	Motor vehicle supplies & new parts whsle .....	7	D	D	D	e	D	D	D
421120	Motor vehicle supplies & new parts whsle .....	7	D	D	D	e	D	D	D
4211202	Motor vehicle supplies & new parts—jobbers.....	5	D	D	D	e	D	D	D
4212	Furniture & home furnishings whsle ...	15	D	D	D	c	D	D	D
42121	Furniture whsle .....	9	D	D	D	c	D	D	D
421210	Furniture whsle .....	9	D	D	D	c	D	D	D
4212102	Office & business furniture whsle .....	6	D	D	D	b	D	D	D
42122	Home furnishings whsle .....	6	D	D	D	b	D	D	D
421220	Home furnishings whsle .....	6	D	D	D	b	D	D	D
4212202	Linens, domestics, draperies, & curtains whsle .....	5	D	D	D	b	D	D	D
4213	Lumber & other construction materials whsle .....	13	D	D	D	c	D	D	D
42132	Brick, stone, & related construction materials whsle .....	7	D	D	D	b	D	D	D
421320	Brick, stone, & related construction materials whsle .....	7	D	D	D	b	D	D	D
4214	Professional & commercial equipment & supplies whsle .....	68	3 293 304	473 138	132 884	7 215	701 124	198 172	264 976
42141	Photographic equipment & supplies whsle .....	2	D	D	D	c	D	D	D
421410	Photographic equipment & supplies whsle .....	2	D	D	D	c	D	D	D
42142	Office equipment whsle .....	9	D	D	D	f	D	D	D
421420	Office equipment whsle .....	9	D	D	D	f	D	D	D
42143	Computer & computer peripheral equipment & software whsle .....	41	1 577 372	368 062	104 083	4 977	516 348	11 395	12 555
421430	Computer & computer peripheral equipment & software whsle.....	41	1 577 372	368 062	104 083	4 977	516 348	11 395	12 555
4214301	Computer & peripheral equipment whsle .....	38	D	D	D	h	D	D	D
42143011	Computers & peripheral equipment for resale .....	13	D	D	D	g	D	D	D
42143012	Computers & peripheral equipment for end use .....	25	D	D	D	h	D	D	D
4214302	Computer software (packaged) whsle .....	3	D	D	D	b	D	D	D
42145	Medical, dental, & hospital equipment & supplies whsle .....	8	D	D	D	f	D	D	D
421450	Medical, dental, & hospital equipment & supplies whsle .....	8	D	D	D	f	D	D	D
4214501	Surgical, medical, & hospital supplies whsle.....	8	D	D	D	f	D	D	D
42149	Other professional equipment & supplies whsle .....	6	D	D	D	c	D	D	D
421490	Other professional equipment & supplies whsle .....	6	D	D	D	c	D	D	D
4214902	Other professional equipment & supplies whsle.....	6	D	D	D	c	D	D	D
4215	Metal & mineral (except petroleum) whsle .....	10	D	D	D	b	D	D	D
42151	Metal service centers & offices .....	10	D	D	D	b	D	D	D
421510	Metal service centers & offices ...	10	D	D	D	b	D	D	D

**Table 3. Summary Statistics for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

NAICS code	Geographic area, type of operation, and kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1996 inventories <sup>f</sup> (\$1,000)	End-of-1997 inventories <sup>f</sup> (\$1,000)
	<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>								
	<b>Boston, MA-NH PMSA—Con.</b>								
	<b>Manufacturers' sales branches and sales offices—Con.</b>								
421	Wholesale trade, durable goods—Con.								
4216	Electrical goods whsle . . . . .	93	D	D	D	g	D	D	D
42161	Electrical apparatus & equip, wiring supp, & const material whsle . . . . .	20	270 148	22 846	5 566	433	31 033	11 956	12 608
421610	Electrical apparatus & equip, wiring supp, & const material whsle . . . . .	20	270 148	22 846	5 566	433	31 033	11 956	12 608
42169	Other electronic parts & equipment whsle . . . . .	69	D	D	D	g	D	D	D
421690	Other electronic parts & equipment whsle . . . . .	69	D	D	D	g	D	D	D
4216901	Communications equipment & supplies whsle . . . . .	34	D	D	D	g	D	D	D
4216902	Electronic parts (excluding communications equipment) whsle . . . . .	35	D	D	D	f	D	D	D
4217	Hardware, & plumbing & heating equipment & supplies whsle . . . . .	16	D	D	D	e	D	D	D
42171	Hardware whsle . . . . .	6	D	D	D	c	D	D	D
421710	Hardware whsle . . . . .	6	D	D	D	c	D	D	D
42172	Plumbing & heating equipment & supplies (hydronics) whsle . . . . .	6	D	D	D	b	D	D	D
421720	Plumbing & heating equipment & supplies (hydronics) whsle . . . . .	6	D	D	D	b	D	D	D
4218	Machinery, equipment, & supplies whsle . . . . .	43	837 694	36 587	9 485	689	72 713	20 844	21 530
42183	Industrial machinery & equipment whsle . . . . .	27	231 132	20 454	4 889	460	42 948	13 002	13 015
421830	Industrial machinery & equipment whsle . . . . .	27	231 132	20 454	4 889	460	42 948	13 002	13 015
4218303	General-purpose industrial machinery & equipment whsle . . . . .	15	D	D	D	c	D	D	D
4218307	Other industrial machinery & equipment whsle . . . . .	6	D	D	D	c	D	D	D
42184	Industrial supplies whsle . . . . .	13	D	D	D	c	D	D	D
421840	Industrial supplies whsle . . . . .	13	D	D	D	c	D	D	D
4218406	Other industrial supplies whsle . . . . .	6	D	D	D	c	D	D	D
4219	Miscellaneous durable goods whsle . . . . .	6	D	D	D	b	D	D	D
42199	Other miscellaneous durable goods whsle . . . . .	5	D	D	D	b	D	D	D
421990	Other miscellaneous durable goods whsle . . . . .	5	D	D	D	b	D	D	D
422	Wholesale trade, nondurable goods . . . . .	162	D	D	D	i	D	D	D
4221	Paper & paper product whsle . . . . .	28	664 672	28 365	7 990	579	59 521	20 532	19 477
42211	Printing & writing paper whsle . . . . .	4	D	D	D	b	D	D	D
422110	Printing & writing paper whsle . . . . .	4	D	D	D	b	D	D	D
42212	Stationery & office supplies whsle . . . . .	24	D	D	D	f	D	D	D
422120	Stationery & office supplies whsle . . . . .	24	D	D	D	f	D	D	D
4222	Drugs, & druggists' sundries whsle . . . . .	5	D	D	D	f	D	D	D
42221	Drugs, & druggists' sundries whsle . . . . .	5	D	D	D	f	D	D	D
422210	Drugs, & druggists' sundries whsle . . . . .	5	D	D	D	f	D	D	D
4222102	Specialty-line drug, pharmaceutical, cosmetic, & toiletries whsle . . . . .	5	D	D	D	f	D	D	D
4223	Apparel, piece goods, & notions whsle . . . . .	18	1 083 297	43 169	11 181	776	117 142	115 956	148 792
42231	Piece goods, notions, & other dry goods whsle . . . . .	7	D	D	D	e	D	D	D
422310	Piece goods, notions, & other dry goods whsle . . . . .	7	D	D	D	e	D	D	D
42234	Footwear whsle . . . . .	5	D	D	D	f	D	D	D
422340	Footwear whsle . . . . .	5	D	D	D	f	D	D	D
4224	Grocery & related products whsle . . . . .	39	D	D	D	g	D	D	D
42242	Packaged frozen food whsle . . . . .	4	D	D	D	b	D	D	D
422420	Packaged frozen food whsle . . . . .	4	D	D	D	b	D	D	D
42246	Fish & seafood whsle . . . . .	1	D	D	D	b	D	D	D
422460	Fish & seafood whsle . . . . .	1	D	D	D	b	D	D	D
42249	Other grocery & related products whsle . . . . .	30	3 190 020	79 010	18 658	1 830	160 966	9 550	9 620
422490	Other grocery & related products whsle . . . . .	30	3 190 020	79 010	18 658	1 830	160 966	9 550	9 620
4224902	Bread & baked goods whsle . . . . .	6	86 965	8 286	2 018	197	21 782	770	793
4224903	Soft drinks whsle . . . . .	7	253 264	34 722	7 778	871	68 528	2 238	2 332
4224906	Other grocery specialties whsle . . . . .	10	D	D	D	f	D	D	D
4226	Chemical & allied products whsle . . . . .	28	265 154	13 469	3 184	280	27 030	3 026	4 190
42269	Other chemical & allied products whsle . . . . .	25	254 116	11 891	2 995	270	24 724	2 880	4 039
422690	Other chemical & allied products whsle . . . . .	25	254 116	11 891	2 995	270	24 724	2 880	4 039
4226902	Other chemical & allied products whsle . . . . .	22	D	D	D	c	D	D	D

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	<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>								
	<b>Boston, MA-NH PMSA—Con.</b>								
	<b>Manufacturers' sales branches and sales offices—Con.</b>								
422	Wholesale trade, nondurable goods—Con.								
4227	Petroleum & petroleum products whsle .....	10	D	D	D	c	D	D	D
42271	Petroleum bulk stations & terminals .	7	D	D	D	c	D	D	D
422710	Petroleum bulk stations & terminals .....	7	D	D	D	c	D	D	D
4227101	Petroleum bulk stations & terminals (except LP) .....	7	D	D	D	c	D	D	D
42271012	Petroleum bulk terminals (except LP) .....	6	D	D	D	c	D	D	D
4228	Beer, wine, & distilled alcoholic beverage whsle .....	5	D	D	D	e	D	D	D
4229	Miscellaneous nondurable goods whsle .....	29	D	D	D	g	D	D	D
42292	Book, periodical, & newspaper whsle .....	20	D	D	D	f	D	D	D
422920	Book, periodical, & newspaper whsle .....	20	D	D	D	f	D	D	D
42295	Paint, varnish, & supplies whsle ....	5	D	D	D	b	D	D	D
422950	Paint, varnish, & supplies whsle ..	5	D	D	D	b	D	D	D
4229501	Paint, varnish, & supplies whsle .....	5	D	D	D	b	D	D	D
42299	Other miscellaneous nondurable goods whsle .....	2	D	D	D	e	D	D	D
422990	Other miscellaneous nondurable goods whsle .....	2	D	D	D	e	D	D	D
4229904	Other nondurable goods whsle .	2	D	D	D	e	D	D	D
	<b>Agents, brokers, and commission merchants .....</b>	<b>998</b>	<b>15 976 392</b>	<b>346 303</b>	<b>81 118</b>	<b>7 258</b>	<b>615 652</b>	<b>7 486</b>	<b>10 020</b>
421	Wholesale trade, durable goods .....	689	D	D	D	h	D	D	D
4211	Motor vehicle & motor vehicle parts & supplies whsle .....	24	D	D	D	f	D	D	D
42111	Automobile & other motor vehicle whsle .....	5	D	D	D	f	D	D	D
421110	Automobile & other motor vehicle whsle .....	5	D	D	D	f	D	D	D
4211101	Automobile & motorcycle whsle .	2	D	D	D	f	D	D	D
42112	Motor vehicle supplies & new parts whsle .....	19	D	D	D	b	D	D	D
421120	Motor vehicle supplies & new parts whsle .....	19	D	D	D	b	D	D	D
4211201	Motor vehicle supplies & new parts—warehouse distributors .	8	D	D	D	b	D	D	D
4211202	Motor vehicle supplies & new parts—jobbers.....	9	D	D	D	b	D	D	D
4212	Furniture & home furnishings whsle ...	84	D	D	D	e	D	D	D
42121	Furniture whsle .....	36	D	D	D	c	D	D	D
421210	Furniture whsle .....	36	D	D	D	c	D	D	D
4212101	Household & lawn furniture whsle .....	18	D	D	D	b	D	D	D
4212102	Office & business furniture whsle .....	18	D	D	D	b	D	D	D
42122	Home furnishings whsle .....	48	D	D	D	c	D	D	D
421220	Home furnishings whsle .....	48	D	D	D	c	D	D	D
4212202	Linens, domestics, draperies, & curtains whsle .....	18	D	D	D	b	D	D	D
4212204	Other home furnishings whsle ..	19	D	D	D	b	D	D	D
4213	Lumber & other construction materials whsle .....	20	D	D	D	b	D	D	D
42131	Lumber, plywood, millwork, & wood panel whsle .....	13	D	D	D	b	D	D	D
421310	Lumber, plywood, millwork, & wood panel whsle .....	13	D	D	D	b	D	D	D
4213103	Plywood, veneer, millwork, & wood panel whsle .....	12	D	D	D	b	D	D	D
42133	Roofing, siding, & insulation material whsle .....	4	D	D	D	a	D	D	D
421330	Roofing, siding, & insulation material whsle .....	4	D	D	D	a	D	D	D
4213301	Roofing, siding, & insulation material whsle .....	4	D	D	D	a	D	D	D

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	<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>								
	<b>Boston, MA-NH PMSA—Con.</b>								
	<b>Agents, brokers, and commission merchants—Con.</b>								
421	Wholesale trade, durable goods—Con.								
4214	Professional & commercial equipment & supplies whsle . . . . .	98	836 870	30 895	8 917	534	58 217	728	831
42141	Photographic equipment & supplies whsle . . . . .	4	D	D	D	a	D	D	D
421410	Photographic equipment & supplies whsle . . . . .	4	D	D	D	a	D	D	D
42142	Office equipment whsle . . . . .	5	D	D	D	b	D	D	D
421420	Office equipment whsle . . . . .	5	D	D	D	b	D	D	D
42143	Computer & computer peripheral equipment & software whsle . . . . .	34	386 652	11 098	2 747	156	17 408	103	153
421430	Computer & computer peripheral equipment & software whsle . . . . .	34	386 652	11 098	2 747	156	17 408	103	153
4214301	Computer & peripheral equipment whsle . . . . .	26	D	D	D	c	D	D	D
42143011	Computers & peripheral equipment for resale . . . . .	14	D	D	D	b	D	D	D
42143012	Computers & peripheral equipment for end use . . . . .	12	D	D	D	b	D	D	D
4214302	Computer software (packaged) whsle . . . . .	8	D	D	D	b	D	D	D
42144	Other commercial equipment whsle . . . . .	10	D	D	D	b	D	D	D
421440	Other commercial equipment whsle . . . . .	10	D	D	D	b	D	D	D
4214401	Restaurant & hotel equipment & supplies whsle . . . . .	7	D	D	D	b	D	D	D
4214402	Store machines & equipment whsle . . . . .	3	D	D	D	a	D	D	D
42145	Medical, dental, & hospital equipment & supplies whsle . . . . .	35	D	D	D	e	D	D	D
421450	Medical, dental, & hospital equipment & supplies whsle . . . . .	35	D	D	D	e	D	D	D
4214501	Surgical, medical, & hospital supplies whsle . . . . .	35	D	D	D	e	D	D	D
42146	Ophthalmic goods whsle . . . . .	4	D	D	D	a	D	D	D
421460	Ophthalmic goods whsle . . . . .	4	D	D	D	a	D	D	D
42149	Other professional equipment & supplies whsle . . . . .	6	D	D	D	b	D	D	D
421490	Other professional equipment & supplies whsle . . . . .	6	D	D	D	b	D	D	D
4214902	Other professional equipment & supplies whsle . . . . .	6	D	D	D	b	D	D	D
4215	Metal & mineral (except petroleum) whsle . . . . .	19	D	D	D	b	D	D	D
42151	Metal service centers & offices . . . . .	19	D	D	D	b	D	D	D
421510	Metal service centers & offices . . . . .	19	D	D	D	b	D	D	D
4215101	Ferrous metal service centers & sales offices . . . . .	12	D	D	D	b	D	D	D
42151012	Ferrous metal sales offices . . . . .	11	D	D	D	b	D	D	D
4216	Electrical goods whsle . . . . .	190	D	D	D	g	D	D	D
42161	Electrical apparatus & equip, wiring supp, & const material whsle . . . . .	65	609 049	19 451	4 358	395	33 999	265	277
421610	Electrical apparatus & equip, wiring supp, & const material whsle . . . . .	65	609 049	19 451	4 358	395	33 999	265	277
42162	Electrical appliance, television & radio set whsle . . . . .	18	D	D	D	b	D	D	D
421620	Electrical appliance, television & radio set whsle . . . . .	18	D	D	D	b	D	D	D
42169	Other electronic parts & equipment whsle . . . . .	107	D	D	D	f	D	D	D
421690	Other electronic parts & equipment whsle . . . . .	107	D	D	D	f	D	D	D
4216901	Communications equipment & supplies whsle . . . . .	11	D	D	D	b	D	D	D
4216902	Electronic parts (excluding communications equipment) whsle . . . . .	96	D	D	D	f	D	D	D
4217	Hardware, & plumbing & heating equipment & supplies whsle . . . . .	62	D	D	D	e	D	D	D
42171	Hardware whsle . . . . .	24	D	D	D	c	D	D	D
421710	Hardware whsle . . . . .	24	D	D	D	c	D	D	D
42172	Plumbing & heating equipment & supplies (hydronics) whsle . . . . .	24	D	D	D	c	D	D	D
421720	Plumbing & heating equipment & supplies (hydronics) whsle . . . . .	24	D	D	D	c	D	D	D
42173	Warm air heating & air-conditioning equipment & supplies whsle . . . . .	13	D	D	D	b	D	D	D
421730	Warm air heating & air-conditioning equipment & supplies whsle . . . . .	13	D	D	D	b	D	D	D

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	<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>								
	<b>Boston, MA-NH PMSA—Con.</b>								
	<b>Agents, brokers, and commission merchants—Con.</b>								
421	Wholesale trade, durable goods—Con.								
4218	Machinery, equipment, & supplies whsle .....	126	D	D	D	e	D	D	D
42182	Farm & garden machinery & equipment whsle .....	3	D	D	D	a	D	D	D
421820	Farm & garden machinery & equipment whsle .....	3	D	D	D	a	D	D	D
42183	Industrial machinery & equipment whsle .....	95	487 226	21 883	4 735	374	36 766	358	540
421830	Industrial machinery & equipment whsle .....	95	487 226	21 883	4 735	374	36 766	358	540
4218301	Food-processing machinery & equipment whsle .....	6	30 291	1 461	291	24	2 765	130	131
4218302	Hydraulic & pneumatic (fluid-power) machinery & equipment whsle .....	8	D	D	D	b	D	D	D
42183021	Hydraulic & pneumatic pumps & motors whsle .....	5	D	D	D	a	D	D	D
4218303	General-purpose industrial machinery & equipment whsle .....	41	D	D	D	c	D	D	D
4218304	Metalworking machinery & equipment whsle .....	9	D	D	D	b	D	D	D
4218305	Materials handling equipment whsle .....	8	D	D	D	b	D	D	D
4218307	Other industrial machinery & equipment whsle .....	23	D	D	D	b	D	D	D
42184	Industrial supplies whsle .....	17	D	D	D	b	D	D	D
421840	Industrial supplies whsle .....	17	D	D	D	b	D	D	D
4218404	Industrial containers & supplies whsle .....	4	D	D	D	a	D	D	D
4218405	Industrial valves & fittings (except fluid-power) whsle .....	4	D	D	D	b	D	D	D
42185	Service establishment equipment & supplies whsle .....	4	D	D	D	a	D	D	D
421850	Service establishment equipment & supplies whsle .....	4	D	D	D	a	D	D	D
4219	Miscellaneous durable goods whsle ...	66	D	D	D	c	D	D	D
42191	Sporting & recreational goods & supplies whsle .....	19	D	D	D	b	D	D	D
421910	Sporting & recreational goods & supplies whsle .....	19	D	D	D	b	D	D	D
42192	Toy & hobby goods & supplies whsle .....	15	162 269	3 649	803	53	5 687	—	—
421920	Toy & hobby goods & supplies whsle .....	15	162 269	3 649	803	53	5 687	—	—
42193	Recyclable material whsle .....	3	D	D	D	b	D	D	D
421930	Recyclable material whsle .....	3	D	D	D	b	D	D	D
4219301	Iron & steel scrap processors & dealers .....	1	D	D	D	b	D	D	D
42194	Jewelry/watch/silverware/precious stone, & precious metal whsle .....	6	D	D	D	a	D	D	D
421940	Jewelry/watch/silverware/precious stone, & precious metal whsle .....	6	D	D	D	a	D	D	D
4219401	Jewelry, watch, diamonds, precious stone, & silverware whsle .....	6	D	D	D	a	D	D	D
42199	Other miscellaneous durable goods whsle .....	23	D	D	D	b	D	D	D
421990	Other miscellaneous durable goods whsle .....	23	D	D	D	b	D	D	D
4219903	General merchandise (durable goods) whsle .....	9	D	D	D	b	D	D	D
422	Wholesale trade, nondurable goods .....	309	D	D	D	h	D	D	D
4221	Paper & paper product whsle .....	38	271 689	8 900	2 066	126	16 944	201	285
42212	Stationery & office supplies whsle .....	18	D	D	D	b	D	D	D
422120	Stationery & office supplies whsle .....	18	D	D	D	b	D	D	D
42213	Industrial & personal service paper whsle .....	15	122 316	3 641	783	51	6 347	—	—
422130	Industrial & personal service paper whsle .....	15	122 316	3 641	783	51	6 347	—	—
4222	Drugs, & druggists' sundries whsle .....	7	D	D	D	b	D	D	D
42221	Drugs, & druggists' sundries whsle .....	7	D	D	D	b	D	D	D
422210	Drugs, & druggists' sundries whsle .....	7	D	D	D	b	D	D	D
4222102	Specialty-line drug, pharmaceutical, cosmetic, & toiletries whsle .....	7	D	D	D	b	D	D	D

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NAICS code	Geographic area, type of operation, and kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1996 inventories <sup>f</sup> (\$1,000)	End-of-1997 inventories <sup>f</sup> (\$1,000)
	<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>								
	<b>Boston, MA-NH PMSA—Con.</b>								
	<b>Agents, brokers, and commission merchants—Con.</b>								
422	Wholesale trade, nondurable goods—Con.								
4223	Apparel, piece goods, & notions whsle.	84	931 492	18 101	3 515	340	53 911	29	31
42231	Piece goods, notions, & other dry goods whsle	14	D	D	D	b	D	D	D
422310	Piece goods, notions, & other dry goods whsle	14	D	D	D	b	D	D	D
4223101	Piece goods—jobbers	9	D	D	D	b	D	D	D
42232	Men's & boys' clothing & furnishings whsle	14	D	D	D	b	D	D	D
422320	Men's & boys' clothing & furnishings whsle	14	D	D	D	b	D	D	D
42233	Women's, children's, & infants' clothing & accessories whsle	37	D	D	D	b	D	D	D
422330	Women's, children's, & infants' clothing & accessories whsle	37	D	D	D	b	D	D	D
42234	Footwear whsle	19	D	D	D	c	D	D	D
422340	Footwear whsle	19	D	D	D	c	D	D	D
4224	Grocery & related products whsle	88	D	D	D	g	D	D	D
42241	General-line grocery whsle	11	1 835 988	28 313	6 824	748	44 280	—	—
422410	General-line grocery whsle	11	1 835 988	28 313	6 824	748	44 280	—	—
4224103	Other general-line grocery whsle	11	1 835 988	28 313	6 824	748	44 280	—	—
42242	Packaged frozen food whsle	12	D	D	D	e	D	D	D
422420	Packaged frozen food whsle	12	D	D	D	e	D	D	D
42243	Dairy products, (except dried or canned) whsle	4	D	D	D	b	D	D	D
422430	Dairy products, (except dried or canned) whsle	4	D	D	D	b	D	D	D
4224302	Dairy product (except raw milk) whsle	4	D	D	D	b	D	D	D
42244	Poultry & poultry product whsle	3	D	D	D	b	D	D	D
422440	Poultry & poultry product whsle	3	D	D	D	b	D	D	D
42245	Confectionery whsle	11	D	D	D	b	D	D	D
422450	Confectionery whsle	11	D	D	D	b	D	D	D
42248	Fresh fruit & vegetable whsle	9	D	D	D	b	D	D	D
422480	Fresh fruit & vegetable whsle	9	D	D	D	b	D	D	D
42249	Other grocery & related products whsle	31	1 874 246	33 584	8 113	833	53 264	2 395	2 995
422490	Other grocery & related products whsle	31	1 874 246	33 584	8 113	833	53 264	2 395	2 995
4224901	Coffee, tea, & spice whsle	3	D	D	D	a	D	D	D
4224902	Bread & baked goods whsle	8	D	D	D	b	D	D	D
4224904	Canned goods whsle	6	D	D	D	b	D	D	D
4224906	Other grocery specialties whsle	9	D	D	D	f	D	D	D
4225	Farm-product raw material whsle	9	D	D	D	b	D	D	D
42259	Other farm product raw material whsle	6	D	D	D	a	D	D	D
422590	Other farm product raw material whsle	6	D	D	D	a	D	D	D
4226	Chemical & allied products whsle	23	98 479	3 730	765	60	6 930	612	627
42261	Plastics materials & basic forms & shapes whsle	10	51 670	2 132	516	36	3 436	612	627
422610	Plastics materials & basic forms & shapes whsle	10	51 670	2 132	516	36	3 436	612	627
42269	Other chemical & allied products whsle	13	46 809	1 598	249	24	3 494	—	—
422690	Other chemical & allied products whsle	13	46 809	1 598	249	24	3 494	—	—
4226902	Other chemical & allied products whsle	12	D	D	D	b	D	D	D
4227	Petroleum & petroleum products whsle	3	D	D	D	b	D	D	D
42272	Petroleum & petroleum prod whsle (exc bulk stations & terminals)	3	D	D	D	b	D	D	D
422720	Petroleum & petroleum prod whsle (exc bulk stations & terminals)	3	D	D	D	b	D	D	D
4228	Beer, wine, & distilled alcoholic beverage whsle	5	D	D	D	b	D	D	D

**Table 3. Summary Statistics for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

NAICS code	Geographic area, type of operation, and kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1996 inventories <sup>f</sup> (\$1,000)	End-of-1997 inventories <sup>f</sup> (\$1,000)
	<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>								
	<b>Boston, MA-NH PMSA—Con.</b>								
	<b>Agents, brokers, and commission merchants—Con.</b>								
422	Wholesale trade, nondurable goods—Con.								
4229	Miscellaneous nondurable goods whsle .....	52	D	D	D	c	D	D	D
42292	Book, periodical, & newspaper whsle .....	11	D	D	D	c	D	D	D
422920	Book, periodical, & newspaper whsle .....	11	D	D	D	c	D	D	D
42299	Other miscellaneous nondurable goods whsle .....	37	D	D	D	b	D	D	D
422990	Other miscellaneous nondurable goods whsle .....	37	D	D	D	b	D	D	D
4229901	Art goods whsle .....	13	D	D	D	b	D	D	D
4229904	Other nondurable goods whsle ..	14	D	D	D	b	D	D	D
	<b>Brockton, MA PMSA</b>								
<b>42</b>	<b>Wholesale trade .....</b>	<b>362</b>	<b>2 843 099</b>	<b>241 738</b>	<b>58 389</b>	<b>6 081</b>	<b>541 578</b>	<b>321 335</b>	<b>351 050</b>
421	Wholesale trade, durable goods .....	237	1 251 176	122 573	30 145	3 063	264 095	153 359	165 302
4211	Motor vehicle & motor vehicle parts & supplies whsle.....	28	D	D	D	e	D	D	D
42112	Motor vehicle supplies & new parts whsle .....	8	D	D	D	c	D	D	D
421120	Motor vehicle supplies & new parts whsle .....	8	D	D	D	c	D	D	D
4211201	Motor vehicle supplies & new parts—warehouse distributors .	3	D	D	D	b	D	D	D
4211202	Motor vehicle supplies & new parts—jobbers.....	5	D	D	D	c	D	D	D
42114	Motor vehicle parts, (used) whsle ...	14	D	D	D	b	D	D	D
421140	Motor vehicle parts, (used) whsle .	14	D	D	D	b	D	D	D
4213	Lumber & other construction materials whsle .....	18	154 190	7 693	1 780	192	16 469	13 935	14 890
42131	Lumber, plywood, millwork, & wood panel whsle .....	8	118 812	5 163	1 170	127	11 656	11 119	12 142
421310	Lumber, plywood, millwork, & wood panel whsle .....	8	118 812	5 163	1 170	127	11 656	11 119	12 142
4213102	Lumber with yard whsle .....	2	D	D	D	b	D	D	D
4213103	Plywood, veneer, millwork, & wood panel whsle .....	5	D	D	D	b	D	D	D
42133	Roofing, siding, & insulation material whsle .....	3	D	D	D	b	D	D	D
421330	Roofing, siding, & insulation material whsle .....	3	D	D	D	b	D	D	D
4213301	Roofing, siding, & insulation material whsle .....	3	D	D	D	b	D	D	D
42139	Other construction materials whsle ..	5	D	D	D	b	D	D	D
421390	Other construction materials whsle .....	5	D	D	D	b	D	D	D
4213902	Other construction materials whsle .....	5	D	D	D	b	D	D	D
4214	Professional & commercial equipment & supplies whsle .....	38	289 482	32 793	8 185	706	70 946	24 440	32 401
42142	Office equipment whsle .....	6	D	D	D	b	D	D	D
421420	Office equipment whsle .....	6	D	D	D	b	D	D	D
42143	Computer & computer peripheral equipment & software whsle.....	7	45 728	3 494	518	41	4 731	702	638
421430	Computer & computer peripheral equipment & software whsle.....	7	45 728	3 494	518	41	4 731	702	638
4214301	Computer & peripheral equipment whsle.....	4	D	D	D	b	D	D	D
42144	Other commercial equipment whsle .	9	D	D	D	b	D	D	D
421440	Other commercial equipment whsle .....	9	D	D	D	b	D	D	D
4214401	Restaurant & hotel equipment & supplies whsle .....	6	D	D	D	b	D	D	D
42145	Medical, dental, & hospital equipment & supplies whsle .....	7	D	D	D	e	D	D	D
421450	Medical, dental, & hospital equipment & supplies whsle .....	7	D	D	D	e	D	D	D
4214501	Surgical, medical, & hospital supplies whsle .....	7	D	D	D	e	D	D	D
42146	Ophthalmic goods whsle .....	3	D	D	D	c	D	D	D
421460	Ophthalmic goods whsle .....	3	D	D	D	c	D	D	D
42149	Other professional equipment & supplies whsle .....	3	D	D	D	b	D	D	D
421490	Other professional equipment & supplies whsle .....	3	D	D	D	b	D	D	D
4214902	Other professional equipment & supplies whsle.....	3	D	D	D	b	D	D	D



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	<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>								
	<b>Brockton, MA PMSA—Con.</b>								
<b>42</b>	<b>Wholesale trade—Con.</b>								
421	Wholesale trade, durable goods—Con.								
4215	Metal & mineral (except petroleum) whsle .....	21	D	D	D	e	D	D	D
42151	Metal service centers & offices .....	20	D	D	D	e	D	D	D
421510	Metal service centers & offices .....	20	D	D	D	e	D	D	D
4215101	Ferrous metal service centers & sales offices .....	17	D	D	D	c	D	D	D
42151011	Ferrous metal service centers .....	14	D	D	D	c	D	D	D
4216	Electrical goods whsle .....	30	125 287	15 666	4 020	456	24 298	10 437	10 836
42161	Electrical apparatus & equip, wiring supp, & const material whsle .....	8	60 215	5 180	1 262	161	7 905	6 627	5 772
421610	Electrical apparatus & equip, wiring supp, & const material whsle .....	8	60 215	5 180	1 262	161	7 905	6 627	5 772
42169	Other electronic parts & equipment whsle .....	17	D	D	D	c	D	D	D
421690	Other electronic parts & equipment whsle .....	17	D	D	D	c	D	D	D
4216901	Communications equipment & supplies whsle .....	7	D	D	D	b	D	D	D
4216902	Electronic parts (excluding communications equipment) whsle .....	10	D	D	D	b	D	D	D
4217	Hardware, & plumbing & heating equipment & supplies whsle .....	21	63 259	5 350	1 584	163	9 503	3 593	3 886
42172	Plumbing & heating equipment & supplies (hydronics) whsle .....	9	40 238	1 913	709	54	2 997	925	1 175
421720	Plumbing & heating equipment & supplies (hydronics) whsle .....	9	40 238	1 913	709	54	2 997	925	1 175
4218	Machinery, equipment, & supplies whsle .....	43	127 857	28 843	6 877	634	49 053	29 433	29 803
42183	Industrial machinery & equipment whsle .....	20	D	D	D	c	D	D	D
421830	Industrial machinery & equipment whsle .....	20	D	D	D	c	D	D	D
4218301	Food-processing machinery & equipment whsle .....	3	D	D	D	c	D	D	D
4218305	Materials handling equipment whsle .....	6	D	D	D	b	D	D	D
42184	Industrial supplies whsle .....	12	D	D	D	e	D	D	D
421840	Industrial supplies whsle .....	12	D	D	D	e	D	D	D
4218405	Industrial valves & fittings (except fluid-power) whsle .....	2	D	D	D	e	D	D	D
42185	Service establishment equipment & supplies whsle .....	5	D	D	D	b	D	D	D
421850	Service establishment equipment & supplies whsle .....	5	D	D	D	b	D	D	D
4218504	Other service establishment equipment & supplies whsle .....	4	D	D	D	a	D	D	D
4219	Miscellaneous durable goods whsle .....	33	D	D	D	e	D	D	D
42191	Sporting & recreational goods & supplies whsle .....	7	D	D	D	c	D	D	D
421910	Sporting & recreational goods & supplies whsle .....	7	D	D	D	c	D	D	D
42192	Toy & hobby goods & supplies whsle .....	2	D	D	D	a	D	D	D
421920	Toy & hobby goods & supplies whsle .....	2	D	D	D	a	D	D	D
42193	Recyclable material whsle .....	17	34 398	6 511	1 658	173	14 962	1 813	1 954
421930	Recyclable material whsle .....	17	34 398	6 511	1 658	173	14 962	1 813	1 954
4219302	Recyclable paper & paperboard whsle .....	5	19 094	3 701	931	89	9 136	805	836
42194	Jewelry/watch/silverware/precious stone, & precious metal whsle .....	2	D	D	D	a	D	D	D
421940	Jewelry/watch/silverware/precious stone, & precious metal whsle .....	2	D	D	D	a	D	D	D
4219402	Precious metal (excluding ores) whsle .....	2	D	D	D	a	D	D	D
422	Wholesale trade, nondurable goods .....	125	1 591 923	119 165	28 244	3 018	277 483	167 976	185 748
4221	Paper & paper product whsle .....	20	65 082	4 884	975	106	8 898	2 474	2 614
42213	Industrial & personal service paper whsle .....	9	D	D	D	b	D	D	D
422130	Industrial & personal service paper whsle .....	9	D	D	D	b	D	D	D

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	<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>								
	<b>Brockton, MA PMSA—Con.</b>								
<b>42</b>	<b>Wholesale trade—Con.</b>								
422	Wholesale trade, nondurable goods—Con.								
4223	Apparel, piece goods, & notions whsle.	24	463 059	33 785	8 649	731	101 049	83 178	93 972
42231	Piece goods, notions, & other dry goods whsle .....	6	D	D	D	b	D	D	D
422310	Piece goods, notions, & other dry goods whsle .....	6	D	D	D	b	D	D	D
42232	Men's & boys' clothing & furnishings whsle .....	6	140 182	7 782	2 211	212	19 293	21 795	26 278
422320	Men's & boys' clothing & furnishings whsle .....	6	140 182	7 782	2 211	212	19 293	21 795	26 278
42233	Women's, children's, & infants' clothing & accessories whsle .....	7	182 900	15 930	4 158	301	52 085	40 587	47 111
422330	Women's, children's, & infants' clothing & accessories whsle .....	7	182 900	15 930	4 158	301	52 085	40 587	47 111
42234	Footwear whsle .....	5	D	D	D	c	D	D	D
422340	Footwear whsle .....	5	D	D	D	c	D	D	D
4224	Grocery & related products whsle .....	37	345 408	29 820	6 875	922	54 257	7 330	6 124
42243	Dairy products, (except dried or canned) whsle .....	3	38 805	1 692	317	94	4 534	580	600
422430	Dairy products, (except dried or canned) whsle .....	3	38 805	1 692	317	94	4 534	580	600
4224302	Dairy product (except raw milk) whsle .....	3	38 805	1 692	317	94	4 534	580	600
42245	Confectionery whsle .....	1	D	D	D	e	D	D	D
422450	Confectionery whsle .....	1	D	D	D	e	D	D	D
42249	Other grocery & related products whsle .....	10	140 371	6 880	1 426	318	16 086	2 817	2 949
422490	Other grocery & related products whsle .....	10	140 371	6 880	1 426	318	16 086	2 817	2 949
4224902	Bread & baked goods whsle .....	3	D	D	D	b	D	D	D
4224905	Food & beverage basic materials whsle .....	1	D	D	D	a	D	D	D
4226	Chemical & allied products whsle .....	8	40 509	4 397	1 188	108	8 925	1 460	1 535
42269	Other chemical & allied products whsle .....	5	D	D	D	b	D	D	D
422690	Other chemical & allied products whsle .....	5	D	D	D	b	D	D	D
4226902	Other chemical & allied products whsle .....	5	D	D	D	b	D	D	D
4227	Petroleum & petroleum products whsle .....	7	D	D	D	b	D	D	D
42271	Petroleum bulk stations & terminals .....	2	D	D	D	b	D	D	D
422710	Petroleum bulk stations & terminals .....	2	D	D	D	b	D	D	D
4227101	Petroleum bulk stations & terminals (except LP) .....	2	D	D	D	b	D	D	D
4228	Beer, wine, & distilled alcoholic beverage whsle .....	4	D	D	D	f	D	D	D
42281	Beer & ale whsle .....	1	D	D	D	b	D	D	D
422810	Beer & ale whsle .....	1	D	D	D	b	D	D	D
42282	Wine & distilled alcoholic beverage whsle .....	3	422 464	32 232	7 425	712	75 809	64 089	70 454
422820	Wine & distilled alcoholic beverage whsle .....	3	422 464	32 232	7 425	712	75 809	64 089	70 454
4228201	Wine & distilled alcoholic bev (licensed operation) whsle .....	3	422 464	32 232	7 425	712	75 809	64 089	70 454
4229	Miscellaneous nondurable goods whsle .....	22	D	D	D	c	D	D	D
42291	Farm supplies whsle .....	6	17 280	1 899	352	76	4 278	1 545	1 611
422910	Farm supplies whsle .....	6	17 280	1 899	352	76	4 278	1 545	1 611
4229101	Farm supplies—farm dealers .....	3	D	D	D	b	D	D	D
42294	Tobacco & tobacco product whsle .....	1	D	D	D	b	D	D	D
422940	Tobacco & tobacco product whsle .....	1	D	D	D	b	D	D	D
	<b>Merchant wholesalers .....</b>	<b>314</b>	<b>2 289 279</b>	<b>194 004</b>	<b>46 224</b>	<b>5 034</b>	<b>462 373</b>	<b>298 460</b>	<b>328 086</b>
421	Wholesale trade, durable goods .....	208	974 790	95 037	22 967	2 474	220 016	130 761	142 648
4211	Motor vehicle & motor vehicle parts & supplies whsle .....	27	D	D	D	e	D	D	D
42112	Motor vehicle supplies & new parts whsle .....	7	D	D	D	c	D	D	D
421120	Motor vehicle supplies & new parts whsle .....	7	D	D	D	c	D	D	D
4211201	Motor vehicle supplies & new parts—warehouse distributors .....	3	D	D	D	b	D	D	D
4211202	Motor vehicle supplies & new parts—jobbers .....	4	D	D	D	c	D	D	D
42114	Motor vehicle parts, (used) whsle .....	14	D	D	D	b	D	D	D
421140	Motor vehicle parts, (used) whsle .....	14	D	D	D	b	D	D	D

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	<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>								
	<b>Brockton, MA PMSA—Con.</b>								
	<b>Merchant wholesalers—Con.</b>								
421	Wholesale trade, durable goods—Con.								
4213	Lumber & other construction materials whsle .....	14	D	D	D	c	D	D	D
42131	Lumber, plywood, millwork, & wood panel whsle .....	6	D	D	D	b	D	D	D
421310	Lumber, plywood, millwork, & wood panel whsle .....	6	D	D	D	b	D	D	D
4213102	Lumber with yard whsle .....	2	D	D	D	b	D	D	D
4213103	Plywood, veneer, millwork, & wood panel whsle .....	3	D	D	D	b	D	D	D
4214	Professional & commercial equipment & supplies whsle .....	34	D	D	D	f	D	D	D
42142	Office equipment whsle .....	6	D	D	D	b	D	D	D
421420	Office equipment whsle .....	6	D	D	D	b	D	D	D
42143	Computer & computer peripheral equipment & software whsle .....	5	D	D	D	b	D	D	D
4214301	Computer & peripheral equipment whsle .....	2	D	D	D	b	D	D	D
42145	Medical, dental, & hospital equipment & supplies whsle .....	7	D	D	D	e	D	D	D
421450	Medical, dental, & hospital equipment & supplies whsle .....	7	D	D	D	e	D	D	D
4214501	Surgical, medical, & hospital supplies whsle .....	7	D	D	D	e	D	D	D
42146	Ophthalmic goods whsle .....	3	D	D	D	c	D	D	D
421460	Ophthalmic goods whsle .....	3	D	D	D	c	D	D	D
42149	Other professional equipment & supplies whsle .....	3	D	D	D	b	D	D	D
421490	Other professional equipment & supplies whsle .....	3	D	D	D	b	D	D	D
4214902	Other professional equipment & supplies whsle .....	3	D	D	D	b	D	D	D
4215	Metal & mineral (except petroleum) whsle .....	19	D	D	D	c	D	D	D
42151	Metal service centers & offices .....	18	D	D	D	c	D	D	D
421510	Metal service centers & offices .....	18	D	D	D	c	D	D	D
4215101	Ferrous metal service centers & sales offices .....	15	49 031	6 422	1 510	176	11 710	5 349	5 434
42151011	Ferrous metal service centers .....	12	D	D	D	c	D	D	D
4216	Electrical goods whsle .....	24	D	D	D	e	D	D	D
42161	Electrical apparatus & equip, wiring supp, & const material whsle .....	5	D	D	D	c	D	D	D
421610	Electrical apparatus & equip, wiring supp, & const material whsle .....	5	D	D	D	c	D	D	D
42169	Other electronic parts & equipment whsle .....	14	D	D	D	c	D	D	D
421690	Other electronic parts & equipment whsle .....	14	D	D	D	c	D	D	D
4216902	Electronic parts (excluding communications equipment) whsle .....	9	D	D	D	b	D	D	D
4217	Hardware, & plumbing & heating equipment & supplies whsle .....	18	D	D	D	c	D	D	D
4218	Machinery, equipment, & supplies whsle .....	36	D	D	D	e	D	D	D
42183	Industrial machinery & equipment whsle .....	17	D	D	D	c	D	D	D
421830	Industrial machinery & equipment whsle .....	17	D	D	D	c	D	D	D
4218301	Food-processing machinery & equipment whsle .....	3	D	D	D	c	D	D	D
42184	Industrial supplies whsle .....	9	D	D	D	b	D	D	D
421840	Industrial supplies whsle .....	9	D	D	D	b	D	D	D
4219	Miscellaneous durable goods whsle ...	31	D	D	D	e	D	D	D
42191	Sporting & recreational goods & supplies whsle .....	7	D	D	D	c	D	D	D
421910	Sporting & recreational goods & supplies whsle .....	7	D	D	D	c	D	D	D
42193	Recyclable material whsle .....	17	34 398	6 511	1 658	173	14 962	1 813	1 954
421930	Recyclable material whsle .....	17	34 398	6 511	1 658	173	14 962	1 813	1 954
4219302	Recyclable paper & paperboard whsle .....	5	19 094	3 701	931	89	9 136	805	836
42194	Jewelry/watch/silverware/precious stone, & precious metal whsle .....	2	D	D	D	a	D	D	D
421940	Jewelry/watch/silverware/precious stone, & precious metal whsle ...	2	D	D	D	a	D	D	D
4219402	Precious metal (excluding ores) whsle .....	2	D	D	D	a	D	D	D

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<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>									
<b>Brockton, MA PMSA—Con.</b>									
<b>Merchant wholesalers—Con.</b>									
422	Wholesale trade, nondurable goods . . . .	106	1 314 489	98 967	23 257	2 560	242 357	167 699	185 438
4221	Paper & paper product whsle . . . . .	13	D	D	D	b	D	D	D
42213	Industrial & personal service paper whsle . . . . .	5	D	D	D	b	D	D	D
422130	Industrial & personal service paper whsle . . . . .	5	D	D	D	b	D	D	D
4223	Apparel, piece goods, & notions whsle . . . . .	23	D	D	D	f	D	D	D
42231	Piece goods, notions, & other dry goods whsle . . . . .	6	D	D	D	b	D	D	D
422310	Piece goods, notions, & other dry goods whsle . . . . .	6	D	D	D	b	D	D	D
42232	Men's & boys' clothing & furnishings whsle . . . . .	5	D	D	D	c	D	D	D
422320	Men's & boys' clothing & furnishings whsle . . . . .	5	D	D	D	c	D	D	D
42233	Women's, children's, & infants' clothing & accessories whsle . . . . .	7	182 900	15 930	4 158	301	52 085	40 587	47 111
422330	Women's, children's, & infants' clothing & accessories whsle . . . . .	7	182 900	15 930	4 158	301	52 085	40 587	47 111
42234	Footwear whsle . . . . .	5	D	D	D	c	D	D	D
422340	Footwear whsle . . . . .	5	D	D	D	c	D	D	D
4224	Grocery & related products whsle . . . . .	29	139 660	13 629	2 922	554	27 169	7 281	6 073
42249	Other grocery & related products whsle . . . . .	7	D	D	D	c	D	D	D
422490	Other grocery & related products whsle . . . . .	7	D	D	D	c	D	D	D
4226	Chemical & allied products whsle . . . . .	6	D	D	D	b	D	D	D
4227	Petroleum & petroleum products whsle . . . . .	7	D	D	D	b	D	D	D
42271	Petroleum bulk stations & terminals . . . . .	2	D	D	D	b	D	D	D
422710	Petroleum bulk stations & terminals . . . . .	2	D	D	D	b	D	D	D
4227101	Petroleum bulk stations & terminals (except LP) . . . . .	2	D	D	D	b	D	D	D
4228	Beer, wine, & distilled alcoholic beverage whsle . . . . .	4	D	D	D	f	D	D	D
42282	Wine & distilled alcoholic beverage whsle . . . . .	3	422 464	32 232	7 425	712	75 809	64 089	70 454
422820	Wine & distilled alcoholic beverage whsle . . . . .	3	422 464	32 232	7 425	712	75 809	64 089	70 454
4228201	Wine & distilled alcoholic bev (licensed operation) whsle . . . . .	3	422 464	32 232	7 425	712	75 809	64 089	70 454
4229	Miscellaneous nondurable goods whsle . . . . .	21	D	D	D	c	D	D	D
42291	Farm supplies whsle . . . . .	6	17 280	1 899	352	76	4 278	1 545	1 611
422910	Farm supplies whsle . . . . .	6	17 280	1 899	352	76	4 278	1 545	1 611
4229101	Farm supplies—farm dealers . . . . .	3	D	D	D	b	D	D	D
<b>Manufacturers' sales branches and sales offices . . . . .</b>									
		<b>18</b>	<b>294 552</b>	<b>42 458</b>	<b>10 839</b>	<b>945</b>	<b>69 921</b>	<b>22 840</b>	<b>22 859</b>
421	Wholesale trade, durable goods . . . . .	11	159 917	23 742	6 097	517	38 101	22 563	22 549
4213	Lumber & other construction materials whsle . . . . .	3	D	D	D	b	D	D	D
4218	Machinery, equipment, & supplies whsle . . . . .	4	D	D	D	e	D	D	D
42184	Industrial supplies whsle . . . . .	3	D	D	D	e	D	D	D
421840	Industrial supplies whsle . . . . .	3	D	D	D	e	D	D	D
422	Wholesale trade, nondurable goods . . . . .	7	134 635	18 716	4 742	428	31 820	277	310
4224	Grocery & related products whsle . . . . .	4	84 887	15 329	3 820	354	25 551	49	51
<b>Agents, brokers, and commission merchants . . . . .</b>									
		<b>30</b>	<b>259 268</b>	<b>5 276</b>	<b>1 326</b>	<b>102</b>	<b>9 284</b>	<b>35</b>	<b>105</b>
421	Wholesale trade, durable goods . . . . .	18	116 469	3 794	1 081	72	5 978	35	105
4214	Professional & commercial equipment & supplies whsle . . . . .	4	D	D	D	a	D	D	D
42144	Other commercial equipment whsle . . . . .	2	D	D	D	a	D	D	D
421440	Other commercial equipment whsle . . . . .	2	D	D	D	a	D	D	D
4214401	Restaurant & hotel equipment & supplies whsle . . . . .	2	D	D	D	a	D	D	D
4216	Electrical goods whsle . . . . .	4	D	D	D	a	D	D	D
4217	Hardware, & plumbing & heating equipment & supplies whsle . . . . .	3	D	D	D	b	D	D	D
42172	Plumbing & heating equipment & supplies (hydronics) whsle . . . . .	3	D	D	D	b	D	D	D
421720	Plumbing & heating equipment & supplies (hydronics) whsle . . . . .	3	D	D	D	b	D	D	D
4219	Miscellaneous durable goods whsle . . . . .	2	D	D	D	a	D	D	D

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<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>									
<b>Brockton, MA PMSA—Con.</b>									
<b>Agents, brokers, and commission merchants—Con.</b>									
422	Wholesale trade, nondurable goods . . . .	12	142 799	1 482	245	30	3 306	—	—
4224	Grocery & related products whsle . . . .	4	120 861	862	133	14	1 537	—	—
42249	Other grocery & related products whsle . . . . .	1	D	D	D	a	D	D	D
422490	Other grocery & related products whsle . . . . .	1	D	D	D	a	D	D	D
4224905	Food & beverage basic materials whsle . . . . .	1	D	D	D	a	D	D	D
<b>Fitchburg-Leominster, MA PMSA</b>									
<b>42</b>	<b>Wholesale trade . . . . .</b>	<b>152</b>	<b>780 238</b>	<b>56 460</b>	<b>13 454</b>	<b>1 579</b>	<b>114 115</b>	<b>47 821</b>	<b>52 029</b>
421	Wholesale trade, durable goods . . . . .	101	D	D	D	f	D	D	D
4211	Motor vehicle & motor vehicle parts & supplies whsle . . . . .	11	33 651	4 881	1 087	158	9 827	2 860	3 321
42114	Motor vehicle parts, (used) whsle . . . . .	8	30 100	4 388	972	140	8 895	2 061	2 497
421140	Motor vehicle parts, (used) whsle . . . . .	8	30 100	4 388	972	140	8 895	2 061	2 497
4212	Furniture & home furnishings whsle . . . . .	16	72 899	5 342	1 346	165	9 337	1 418	2 342
42121	Furniture whsle . . . . .	6	D	D	D	b	D	D	D
421210	Furniture whsle . . . . .	6	D	D	D	b	D	D	D
4212101	Household & lawn furniture whsle . . . . .	5	D	D	D	b	D	D	D
42122	Home furnishings whsle . . . . .	10	D	D	D	b	D	D	D
421220	Home furnishings whsle . . . . .	10	D	D	D	b	D	D	D
4212204	Other home furnishings whsle . . . . .	6	D	D	D	b	D	D	D
4214	Professional & commercial equipment & supplies whsle . . . . .	11	D	D	D	b	D	D	D
4216	Electrical goods whsle . . . . .	15	D	D	D	c	D	D	D
42169	Other electronic parts & equipment whsle . . . . .	9	D	D	D	c	D	D	D
421690	Other electronic parts & equipment whsle . . . . .	9	D	D	D	c	D	D	D
4216901	Communications equipment & supplies whsle . . . . .	6	D	D	D	b	D	D	D
4217	Hardware, & plumbing & heating equipment & supplies whsle . . . . .	7	D	D	D	b	D	D	D
42171	Hardware whsle . . . . .	6	D	D	D	b	D	D	D
421710	Hardware whsle . . . . .	6	D	D	D	b	D	D	D
4218	Machinery, equipment, & supplies whsle . . . . .	19	D	D	D	c	D	D	D
42183	Industrial machinery & equipment whsle . . . . .	12	D	D	D	c	D	D	D
421830	Industrial machinery & equipment whsle . . . . .	12	D	D	D	c	D	D	D
4218303	General-purpose industrial machinery & equipment whsle . . . . .	5	D	D	D	b	D	D	D
4219	Miscellaneous durable goods whsle . . . . .	13	D	D	D	b	D	D	D
42191	Sporting & recreational goods & supplies whsle . . . . .	3	D	D	D	b	D	D	D
421910	Sporting & recreational goods & supplies whsle . . . . .	3	D	D	D	b	D	D	D
42199	Other miscellaneous durable goods whsle . . . . .	3	D	D	D	a	D	D	D
421990	Other miscellaneous durable goods whsle . . . . .	3	D	D	D	a	D	D	D
422	Wholesale trade, nondurable goods . . . .	51	D	D	D	f	D	D	D
4221	Paper & paper product whsle . . . . .	6	137 521	7 037	1 896	164	11 170	4 501	4 330
42211	Printing & writing paper whsle . . . . .	1	D	D	D	a	D	D	D
422110	Printing & writing paper whsle . . . . .	1	D	D	D	a	D	D	D
42213	Industrial & personal service paper whsle . . . . .	3	D	D	D	c	D	D	D
422130	Industrial & personal service paper whsle . . . . .	3	D	D	D	c	D	D	D
4224	Grocery & related products whsle . . . .	11	D	D	D	b	D	D	D
4226	Chemical & allied products whsle . . . .	16	D	D	D	c	D	D	D
42261	Plastics materials & basic forms & shapes whsle . . . . .	10	D	D	D	c	D	D	D
422610	Plastics materials & basic forms & shapes whsle . . . . .	10	D	D	D	c	D	D	D
42269	Other chemical & allied products whsle . . . . .	6	D	D	D	b	D	D	D
422690	Other chemical & allied products whsle . . . . .	6	D	D	D	b	D	D	D
4226902	Other chemical & allied products whsle . . . . .	5	D	D	D	b	D	D	D

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	<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>								
	<b>Fitchburg-Leominster, MA PMSA—Con.</b>								
<b>42</b>	<b>Wholesale trade—Con.</b>								
422	Wholesale trade, nondurable goods—Con.								
4229	Miscellaneous nondurable goods whsle .....	14	D	D	D	c	D	D	D
42292	Book, periodical, & newspaper whsle .....	3	D	D	D	c	D	D	D
422920	Book, periodical, & newspaper whsle .....	3	D	D	D	c	D	D	D
422990	Other miscellaneous nondurable goods whsle .....	7	D	D	D	b	D	D	D
4229904	Other nondurable goods whsle .....	2	D	D	D	b	D	D	D
	<b>Merchant wholesalers .....</b>	<b>128</b>	<b>514 646</b>	<b>47 273</b>	<b>11 192</b>	<b>1 429</b>	<b>95 631</b>	<b>46 357</b>	<b>50 487</b>
421	Wholesale trade, durable goods .....	83	D	D	D	f	D	D	D
4211	Motor vehicle & motor vehicle parts & supplies whsle .....	11	33 651	4 881	1 087	158	9 827	2 860	3 321
42114	Motor vehicle parts, (used) whsle .....	8	30 100	4 388	972	140	8 895	2 061	2 497
421140	Motor vehicle parts, (used) whsle .....	8	30 100	4 388	972	140	8 895	2 061	2 497
4212	Furniture & home furnishings whsle ...	12	D	D	D	c	D	D	D
42121	Furniture whsle .....	5	D	D	D	b	D	D	D
421210	Furniture whsle .....	5	D	D	D	b	D	D	D
4212101	Household & lawn furniture whsle .....	4	D	D	D	b	D	D	D
4216	Electrical goods whsle .....	12	D	D	D	b	D	D	D
4217	Hardware, & plumbing & heating equipment & supplies whsle .....	6	D	D	D	b	D	D	D
4218	Machinery, equipment, & supplies whsle .....	18	D	D	D	c	D	D	D
42183	Industrial machinery & equipment whsle .....	11	D	D	D	c	D	D	D
421830	Industrial machinery & equipment whsle .....	11	D	D	D	c	D	D	D
4218303	General-purpose industrial machinery & equipment whsle .....	5	D	D	D	b	D	D	D
4219	Miscellaneous durable goods whsle ...	9	D	D	D	b	D	D	D
422	Wholesale trade, nondurable goods .....	45	D	D	D	f	D	D	D
4221	Paper & paper product whsle .....	5	D	D	D	c	D	D	D
42213	Industrial & personal service paper whsle .....	3	D	D	D	c	D	D	D
422130	Industrial & personal service paper whsle .....	3	D	D	D	c	D	D	D
4224	Grocery & related products whsle .....	10	D	D	D	b	D	D	D
4226	Chemical & allied products whsle .....	14	D	D	D	c	D	D	D
42261	Plastics materials & basic forms & shapes whsle .....	9	D	D	D	c	D	D	D
422610	Plastics materials & basic forms & shapes whsle .....	9	D	D	D	c	D	D	D
42269	Other chemical & allied products whsle .....	5	D	D	D	b	D	D	D
422690	Other chemical & allied products whsle .....	5	D	D	D	b	D	D	D
4226902	Other chemical & allied products whsle .....	5	D	D	D	b	D	D	D
4229	Miscellaneous nondurable goods whsle .....	12	D	D	D	c	D	D	D
42299	Other miscellaneous nondurable goods whsle .....	7	D	D	D	b	D	D	D
422990	Other miscellaneous nondurable goods whsle .....	7	D	D	D	b	D	D	D
4229904	Other nondurable goods whsle .....	2	D	D	D	b	D	D	D
	<b>Manufacturers' sales branches and sales offices ..</b>	<b>8</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>c</b>	<b>D</b>	<b>D</b>	<b>D</b>
422	Wholesale trade, nondurable goods .....	5	D	D	D	b	D	D	D
4221	Paper & paper product whsle .....	1	D	D	D	a	D	D	D
4229	Miscellaneous nondurable goods whsle .....	2	D	D	D	b	D	D	D

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<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>									
<b>Fitchburg-Leominster, MA PMSA—Con.</b>									
	<b>Agents, brokers, and commission merchants . . . . .</b>	<b>16</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>b</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods . . . . .	15	D	D	D	b	D	D	D
4212	Furniture & home furnishings whsle . . .	4	D	D	D	a	D	D	D
42122	Home furnishings whsle . . . . .	3	D	D	D	a	D	D	D
421220	Home furnishings whsle . . . . .	3	D	D	D	a	D	D	D
4212204	Other home furnishings whsle . . . . .	2	D	D	D	a	D	D	D
4216	Electrical goods whsle . . . . .	2	D	D	D	a	D	D	D
42169	Other electronic parts & equipment whsle . . . . .	2	D	D	D	a	D	D	D
421690	Other electronic parts & equipment whsle . . . . .	2	D	D	D	a	D	D	D
4216901	Communications equipment & supplies whsle . . . . .	2	D	D	D	a	D	D	D
4219	Miscellaneous durable goods whsle . . .	4	D	D	D	a	D	D	D
<b>Lawrence, MA-NH PMSA</b>									
<b>42</b>	<b>Wholesale trade . . . . .</b>	<b>610</b>	<b>4 794 531</b>	<b>373 003</b>	<b>86 726</b>	<b>8 173</b>	<b>735 900</b>	<b>296 201</b>	<b>314 912</b>
421	Wholesale trade, durable goods . . . . .	446	2 558 244	248 701	56 549	5 009	488 499	161 150	168 518
4211	Motor vehicle & motor vehicle parts & supplies whsle . . . . .	33	69 148	6 538	1 539	245	12 333	7 937	9 287
42111	Automobile & other motor vehicle whsle . . . . .	8	42 841	2 887	634	75	5 367	5 437	6 175
421110	Automobile & other motor vehicle whsle . . . . .	8	42 841	2 887	634	75	5 367	5 437	6 175
4211103	Light truck & van (14,000 lb or less) whsle . . . . .	2	D	D	D	b	D	D	D
42112	Motor vehicle supplies & new parts whsle . . . . .	13	D	D	D	b	D	D	D
421120	Motor vehicle supplies & new parts whsle . . . . .	13	D	D	D	b	D	D	D
42114	Motor vehicle parts, (used) whsle . . .	9	9 758	1 722	410	72	3 311	478	453
421140	Motor vehicle parts, (used) whsle . . .	9	9 758	1 722	410	72	3 311	478	453
4212	Furniture & home furnishings whsle . . .	23	D	D	D	c	D	D	D
42121	Furniture whsle . . . . .	15	D	D	D	b	D	D	D
421210	Furniture whsle . . . . .	15	D	D	D	b	D	D	D
4212101	Household & lawn furniture whsle . . . . .	8	D	D	D	a	D	D	D
42122	Home furnishings whsle . . . . .	8	35 552	3 705	866	82	10 349	4 233	4 423
421220	Home furnishings whsle . . . . .	8	35 552	3 705	866	82	10 349	4 233	4 423
4212203	Floor coverings whsle . . . . .	2	D	D	D	b	D	D	D
4213	Lumber & other construction materials whsle . . . . .	19	196 332	16 942	3 851	406	30 899	12 680	13 943
42131	Lumber, plywood, millwork, & wood panel whsle . . . . .	12	175 922	12 957	3 139	320	19 725	11 834	12 898
421310	Lumber, plywood, millwork, & wood panel whsle . . . . .	12	175 922	12 957	3 139	320	19 725	11 834	12 898
4213101	Lumber without yard whsle . . . . .	3	D	D	D	b	D	D	D
4213102	Lumber with yard whsle . . . . .	3	D	D	D	b	D	D	D
4213103	Plywood, veneer, millwork, & wood panel whsle . . . . .	6	D	D	D	c	D	D	D
42132	Brick, stone, & related construction materials whsle . . . . .	5	D	D	D	b	D	D	D
421320	Brick, stone, & related construction materials whsle . . . . .	5	D	D	D	b	D	D	D
4213202	Sand, gravel, & stone whsle . . . . .	1	D	D	D	b	D	D	D
42139	Other construction materials whsle . . .	2	D	D	D	b	D	D	D
421390	Other construction materials whsle . . .	2	D	D	D	b	D	D	D
4214	Professional & commercial equipment & supplies whsle . . . . .	96	395 344	39 318	8 899	735	74 787	15 246	16 778
42142	Office equipment whsle . . . . .	8	94 124	2 883	748	69	5 247	716	797
421420	Office equipment whsle . . . . .	8	94 124	2 883	748	69	5 247	716	797
42143	Computer & computer peripheral equipment & software whsle . . . . .	56	221 404	26 574	5 999	455	50 680	6 883	8 215
421430	Computer & computer peripheral equipment & software whsle . . . . .	56	221 404	26 574	5 999	455	50 680	6 883	8 215
4214301	Computer & peripheral equipment whsle . . . . .	41	189 873	18 036	3 726	291	34 734	5 726	7 041
42143011	Computers & peripheral equipment for resale . . . . .	19	D	D	D	c	D	D	D
42143012	Computers & peripheral equipment for end use . . . . .	22	D	D	D	c	D	D	D
4214302	Computer software (packaged) whsle . . . . .	15	31 531	8 538	2 273	164	15 946	1 157	1 174
42145	Medical, dental, & hospital equipment & supplies whsle . . . . .	15	D	D	D	c	D	D	D
421450	Medical, dental, & hospital equipment & supplies whsle . . . . .	15	D	D	D	c	D	D	D
4214501	Surgical, medical, & hospital supplies whsle . . . . .	14	D	D	D	c	D	D	D

**Table 3. Summary Statistics for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

NAICS code	Geographic area, type of operation, and kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1996 inventories <sup>f</sup> (\$1,000)	End-of-1997 inventories <sup>f</sup> (\$1,000)
	<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>								
	<b>Lawrence, MA-NH PMSA—Con.</b>								
<b>42</b>	<b>Wholesale trade—Con.</b>								
421	Wholesale trade, durable goods—Con.								
4214	Professional & commercial equipment & supplies whsle—Con.								
42149	Other professional equipment & supplies whsle.....	9	D	D	D	b	D	D	D
421490	Other professional equipment & supplies whsle.....	9	D	D	D	b	D	D	D
4214902	Other professional equipment & supplies whsle.....	9	D	D	D	b	D	D	D
4215	Metal & mineral (except petroleum)								
	whsle.....	17	73 829	3 761	1 031	94	7 437	3 446	3 583
42151	Metal service centers & offices.....	17	73 829	3 761	1 031	94	7 437	3 446	3 583
4215101	Metal service centers & offices.....	17	73 829	3 761	1 031	94	7 437	3 446	3 583
	Ferrous metal service centers & sales offices.....	13	24 588	2 796	861	78	5 448	3 009	3 132
4215102	Nonferrous metal service centers & sales offices.....	4	49 241	965	170	16	1 989	437	451
42151021	Nonferrous metal service centers.....	2	D	D	D	a	D	D	D
4216	Electrical goods whsle.....	94	1 142 033	115 176	26 023	1 966	221 581	61 954	65 891
42161	Electrical apparatus & equip, wiring supp, & const material whsle.....	22	110 384	10 871	2 323	221	16 302	7 547	9 658
421610	Electrical apparatus & equip, wiring supp, & const material whsle.....	22	110 384	10 871	2 323	221	16 302	7 547	9 658
42162	Electrical appliance, television & radio set whsle.....	4	D	D	D	a	D	D	D
42169	Other electronic parts & equipment whsle.....	68	D	D	D	g	D	D	D
421690	Other electronic parts & equipment whsle.....	68	D	D	D	g	D	D	D
4216901	Communications equipment & supplies whsle.....	29	678 056	81 276	18 451	1 196	158 773	43 595	47 108
4216902	Electronic parts (excluding communications equipment) whsle.....	39	D	D	D	f	D	D	D
4217	Hardware, & plumbing & heating equipment & supplies whsle.....	22	79 922	6 957	1 544	183	13 843	8 080	8 861
42171	Hardware whsle.....	7	D	D	D	b	D	D	D
421710	Hardware whsle.....	7	D	D	D	b	D	D	D
42172	Plumbing & heating equipment & supplies (hydronics) whsle.....	10	22 309	2 181	513	46	4 680	1 804	2 439
421720	Plumbing & heating equipment & supplies (hydronics) whsle.....	10	22 309	2 181	513	46	4 680	1 804	2 439
42174	Refrigeration equipment & supplies whsle.....	1	D	D	D	b	D	D	D
421740	Refrigeration equipment & supplies whsle.....	1	D	D	D	b	D	D	D
4218	Machinery, equipment, & supplies whsle.....	102	406 659	39 895	9 174	881	77 864	32 298	27 935
42181	Construction & mining (except petroleum) machinery & equip whsle.....	4	D	D	D	b	D	D	D
421810	Construction & mining (except petroleum) machinery & equip whsle.....	4	D	D	D	b	D	D	D
42182	Farm & garden machinery & equipment whsle.....	3	D	D	D	b	D	D	D
421820	Farm & garden machinery & equipment whsle.....	3	D	D	D	b	D	D	D
4218203	Lawn & garden machinery & equipment whsle.....	2	D	D	D	b	D	D	D
42183	Industrial machinery & equipment whsle.....	65	214 058	24 288	5 641	524	41 638	18 239	12 178
421830	Industrial machinery & equipment whsle.....	65	214 058	24 288	5 641	524	41 638	18 239	12 178
4218303	General-purpose industrial machinery & equipment whsle.....	22	35 081	5 904	1 212	155	10 685	3 238	3 527
4218304	Metalworking machinery & equipment whsle.....	11	64 376	3 448	852	67	7 008	7 647	999
4218305	Materials handling equipment whsle.....	9	23 956	4 909	1 195	132	7 725	2 442	2 431
4218307	Other industrial machinery & equipment whsle.....	13	72 104	7 223	1 787	114	11 593	3 552	3 713
42184	Industrial supplies whsle.....	17	56 499	8 901	2 113	163	16 978	4 311	4 593
421840	Industrial supplies whsle.....	17	56 499	8 901	2 113	163	16 978	4 311	4 593
4218402	Mechanical power transmission supplies whsle.....	2	D	D	D	b	D	D	D
4218406	Other industrial supplies whsle.....	11	D	D	D	b	D	D	D
42185	Service establishment equipment & supplies whsle.....	8	D	D	D	b	D	D	D
421850	Service establishment equipment & supplies whsle.....	8	D	D	D	b	D	D	D
4218502	Custodial, janitors' equipment & supplies whsle.....	4	D	D	D	a	D	D	D



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	<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>								
	<b>Lawrence, MA-NH PMSA—Con.</b>								
<b>42</b>	<b>Wholesale trade—Con.</b>								
421	Wholesale trade, durable goods—Con.								
4218	Machinery, equipment, & supplies whsle—Con.								
42186	Transportation equipment & supplies (exc motor vehicle) whsle .....	5	D	D	D	b	D	D	D
421860	Transportation equipment & supplies (exc motor vehicle) whsle .....	5	D	D	D	b	D	D	D
4218601	Aircraft & aeronautical equipment & supplies whsle ...	3	D	D	D	a	D	D	D
4219	Miscellaneous durable goods whsle ...	40	D	D	D	e	D	D	D
42191	Sporting & recreational goods & supplies whsle .....	11	D	D	D	c	D	D	D
421910	Sporting & recreational goods & supplies whsle .....	11	D	D	D	c	D	D	D
42193	Recyclable material whsle .....	12	13 586	2 276	472	89	4 759	1 187	597
421930	Recyclable material whsle .....	12	13 586	2 276	472	89	4 759	1 187	597
42199	Other miscellaneous durable goods whsle .....	7	D	D	D	a	D	D	D
421990	Other miscellaneous durable goods whsle .....	7	D	D	D	a	D	D	D
422	Wholesale trade, nondurable goods .....	164	2 236 287	124 302	30 177	3 164	247 401	135 051	146 394
4221	Paper & paper product whsle .....	19	121 754	7 453	1 583	163	14 565	1 724	1 589
42212	Stationery & office supplies whsle ...	6	D	D	D	b	D	D	D
422120	Stationery & office supplies whsle ...	6	D	D	D	b	D	D	D
42213	Industrial & personal service paper whsle .....	10	60 857	5 242	1 106	106	8 698	1 584	1 463
422130	Industrial & personal service paper whsle .....	10	60 857	5 242	1 106	106	8 698	1 584	1 463
4222	Drugs, & druggists' sundries whsle ....	11	D	D	D	c	D	D	D
42221	Drugs, & druggists' sundries whsle ..	11	D	D	D	c	D	D	D
422210	Drugs, & druggists' sundries whsle .....	11	D	D	D	c	D	D	D
4222101	General-line drugs whsle .....	5	D	D	D	c	D	D	D
4223	Apparel, piece goods, & notions whsle .	15	278 983	30 594	7 865	323	45 645	17 658	29 437
42231	Piece goods, notions, & other dry goods whsle .....	4	D	D	D	b	D	D	D
422310	Piece goods, notions, & other dry goods whsle .....	4	D	D	D	b	D	D	D
4223101	Piece goods—jobbers .....	4	D	D	D	b	D	D	D
42233	Women's, children's, & infants' clothing & accessories whsle .....	4	D	D	D	c	D	D	D
422330	Women's, children's, & infants' clothing & accessories whsle ....	4	D	D	D	c	D	D	D
42234	Footwear whsle .....	3	D	D	D	b	D	D	D
422340	Footwear whsle .....	3	D	D	D	b	D	D	D
4224	Grocery & related products whsle .....	58	1 281 977	56 745	13 806	1 779	124 409	59 094	56 297
42241	General-line grocery whsle .....	11	D	D	D	f	D	D	D
422410	General-line grocery whsle .....	11	D	D	D	f	D	D	D
4224103	Other general-line grocery whsle .....	8	D	D	D	e	D	D	D
42242	Packaged frozen food whsle .....	7	D	D	D	b	D	D	D
422420	Packaged frozen food whsle .....	7	D	D	D	b	D	D	D
42244	Poultry & poultry product whsle .....	2	D	D	D	b	D	D	D
422440	Poultry & poultry product whsle ...	2	D	D	D	b	D	D	D
4224401	Live poultry whsle .....	1	D	D	D	b	D	D	D
42249	Other grocery & related products whsle .....	18	331 275	19 987	4 540	615	53 387	9 215	7 186
422490	Other grocery & related products whsle .....	18	331 275	19 987	4 540	615	53 387	9 215	7 186
4224902	Bread & baked goods whsle .....	7	83 712	7 383	1 519	274	13 443	1 730	1 647
4224903	Soft drinks whsle .....	5	60 992	7 621	1 739	252	17 697	1 978	1 848
4224905	Food & beverage basic materials whsle .....	3	D	D	D	b	D	D	D
4225	Farm-product raw material whsle .....	3	D	D	D	a	D	D	D
42259	Other farm product raw material whsle .....	2	D	D	D	a	D	D	D
422590	Other farm product raw material whsle .....	2	D	D	D	a	D	D	D
4226	Chemical & allied products whsle .....	26	110 719	10 486	2 234	232	22 402	6 104	5 060
42261	Plastics materials & basic forms & shapes whsle .....	7	41 436	2 289	448	38	7 031	4 076	3 111
422610	Plastics materials & basic forms & shapes whsle .....	7	41 436	2 289	448	38	7 031	4 076	3 111
42269	Other chemical & allied products whsle .....	19	69 283	8 197	1 786	194	15 371	2 028	1 949
422690	Other chemical & allied products whsle .....	19	69 283	8 197	1 786	194	15 371	2 028	1 949
4226901	Industrial gases (except LP) whsle .....	3	D	D	D	c	D	D	D
4226902	Other chemical & allied products whsle .....	16	D	D	D	b	D	D	D

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	<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>								
	<b>Lawrence, MA-NH PMSA—Con.</b>								
<b>42</b>	<b>Wholesale trade—Con.</b>								
422	Wholesale trade, nondurable goods—Con.								
4227	Petroleum & petroleum products whsle .....	5	D	D	D	a	D	D	D
4228	Beer, wine, & distilled alcoholic beverage whsle .....	3	D	D	D	c	D	D	D
42281	Beer & ale whsle .....	1	D	D	D	c	D	D	D
422810	Beer & ale whsle .....	1	D	D	D	c	D	D	D
4229	Miscellaneous nondurable goods whsle .....	24	D	D	D	e	D	D	D
42291	Farm supplies whsle .....	2	D	D	D	b	D	D	D
422910	Farm supplies whsle .....	2	D	D	D	b	D	D	D
42299	Other miscellaneous nondurable goods whsle .....	17	57 850	8 843	2 324	269	17 695	7 558	8 267
422990	Other miscellaneous nondurable goods whsle .....	17	57 850	8 843	2 324	269	17 695	7 558	8 267
4229903	Textile bags, bagging, & burlap whsle .....	1	D	D	D	c	D	D	D
4229904	Other nondurable goods whsle ..	8	D	D	D	b	D	D	D
	<b>Merchant wholesalers .....</b>	<b>480</b>	<b>3 371 838</b>	<b>307 097</b>	<b>70 901</b>	<b>6 934</b>	<b>606 347</b>	<b>276 504</b>	<b>302 025</b>
421	Wholesale trade, durable goods .....	350	1 741 550	208 026	46 495	4 315	409 606	146 116	159 806
4211	Motor vehicle & motor vehicle parts & supplies whsle .....	32	D	D	D	c	D	D	D
42111	Automobile & other motor vehicle whsle .....	8	42 841	2 887	634	75	5 367	5 437	6 175
421110	Automobile & other motor vehicle whsle .....	8	42 841	2 887	634	75	5 367	5 437	6 175
42112	Motor vehicle supplies & new parts whsle .....	12	D	D	D	b	D	D	D
421120	Motor vehicle supplies & new parts whsle .....	12	D	D	D	b	D	D	D
42114	Motor vehicle parts, (used) whsle ...	9	9 758	1 722	410	72	3 311	478	453
421140	Motor vehicle parts, (used) whsle ..	9	9 758	1 722	410	72	3 311	478	453
4212	Furniture & home furnishings whsle ...	16	41 363	4 978	1 234	138	13 154	6 930	7 853
42121	Furniture whsle .....	10	D	D	D	b	D	D	D
421210	Furniture whsle .....	10	D	D	D	b	D	D	D
42122	Home furnishings whsle .....	6	D	D	D	b	D	D	D
421220	Home furnishings whsle .....	6	D	D	D	b	D	D	D
4212203	Floor coverings whsle .....	2	D	D	D	b	D	D	D
4213	Lumber & other construction materials whsle .....	17	D	D	D	e	D	D	D
42131	Lumber, plywood, millwork, & wood panel whsle .....	11	D	D	D	e	D	D	D
421310	Lumber, plywood, millwork, & wood panel whsle .....	11	D	D	D	e	D	D	D
4213101	Lumber without yard whsle .....	3	D	D	D	b	D	D	D
4213103	Plywood, veneer, millwork, & wood panel whsle .....	5	D	D	D	c	D	D	D
42139	Other construction materials whsle ..	2	D	D	D	b	D	D	D
421390	Other construction materials whsle ..	2	D	D	D	b	D	D	D
4214	Professional & commercial equipment & supplies whsle .....	83	D	D	D	f	D	D	D
42142	Office equipment whsle .....	6	D	D	D	b	D	D	D
421420	Office equipment whsle .....	6	D	D	D	b	D	D	D
42143	Computer & computer peripheral equipment & software whsle .....	50	155 585	19 664	4 787	407	39 271	6 252	7 565
421430	Computer & computer peripheral equipment & software whsle .....	50	155 585	19 664	4 787	407	39 271	6 252	7 565
4214301	Computer & peripheral equipment whsle .....	36	D	D	D	e	D	D	D
42143011	Computers & peripheral equipment for resale .....	16	D	D	D	b	D	D	D
42143012	Computers & peripheral equipment for end use .....	20	D	D	D	c	D	D	D
4214302	Computer software (packaged) whsle .....	14	D	D	D	c	D	D	D
42145	Medical, dental, & hospital equipment & supplies whsle .....	12	D	D	D	c	D	D	D
421450	Medical, dental, & hospital equipment & supplies whsle .....	12	D	D	D	c	D	D	D
4214501	Surgical, medical, & hospital supplies whsle .....	11	D	D	D	c	D	D	D
42149	Other professional equipment & supplies whsle .....	8	D	D	D	b	D	D	D
421490	Other professional equipment & supplies whsle .....	8	D	D	D	b	D	D	D
4214902	Other professional equipment & supplies whsle .....	8	D	D	D	b	D	D	D

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<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>									
<b>Lawrence, MA-NH PMSA—Con.</b>									
<b>Merchant wholesalers—Con.</b>									
421	Wholesale trade, durable goods—Con.								
4215	Metal & mineral (except petroleum) whsle .....	11	19 455	2 445	776	67	4 594	1 566	1 644
42151	Metal service centers & offices .....	11	19 455	2 445	776	67	4 594	1 566	1 644
421510	Metal service centers & offices .....	11	19 455	2 445	776	67	4 594	1 566	1 644
4215101	Ferrous metal service centers & sales offices .....	10	D	D	D	b	D	D	D
4216	Electrical goods whsle .....	62	726 367	97 244	20 935	1 642	184 010	55 912	62 826
42161	Electrical apparatus & equip, wiring supp, & const material whsle .....	16	D	D	D	c	D	D	D
421610	Electrical apparatus & equip, wiring supp, & const material whsle .....	16	D	D	D	c	D	D	D
42169	Other electronic parts & equipment whsle .....	44	D	D	D	g	D	D	D
421690	Other electronic parts & equipment whsle .....	44	D	D	D	g	D	D	D
4216901	Communications equipment & supplies whsle .....	16	D	D	D	f	D	D	D
4216902	Electronic parts (excluding communications equipment) whsle .....	28	D	D	D	e	D	D	D
4217	Hardware, & plumbing & heating equipment & supplies whsle .....	13	D	D	D	c	D	D	D
42171	Hardware whsle .....	6	D	D	D	b	D	D	D
421710	Hardware whsle .....	6	D	D	D	b	D	D	D
4218	Machinery, equipment, & supplies whsle .....	83	323 502	34 716	7 866	794	69 304	28 488	27 559
42182	Farm & garden machinery & equipment whsle .....	2	D	D	D	b	D	D	D
421820	Farm & garden machinery & equipment whsle .....	2	D	D	D	b	D	D	D
4218203	Lawn & garden machinery & equipment whsle .....	1	D	D	D	b	D	D	D
42183	Industrial machinery & equipment whsle .....	52	169 190	20 636	4 707	466	35 642	14 429	11 802
421830	Industrial machinery & equipment whsle .....	52	169 190	20 636	4 707	466	35 642	14 429	11 802
4218303	General-purpose industrial machinery & equipment whsle .....	18	D	D	D	c	D	D	D
4218304	Metalworking machinery & equipment whsle .....	9	D	D	D	b	D	D	D
4218305	Materials handling equipment whsle .....	9	23 956	4 909	1 195	132	7 725	2 442	2 431
4218307	Other industrial machinery & equipment whsle .....	8	D	D	D	c	D	D	D
42184	Industrial supplies whsle .....	14	D	D	D	c	D	D	D
421840	Industrial supplies whsle .....	14	D	D	D	c	D	D	D
4218402	Mechanical power transmission supplies whsle .....	2	D	D	D	b	D	D	D
4218406	Other industrial supplies whsle .....	10	D	D	D	b	D	D	D
42186	Transportation equipment & supplies (exc motor vehicle) whsle .....	5	D	D	D	b	D	D	D
421860	Transportation equipment & supplies (exc motor vehicle) whsle .....	5	D	D	D	b	D	D	D
4218601	Aircraft & aeronautical equipment & supplies whsle .....	3	D	D	D	a	D	D	D
4219	Miscellaneous durable goods whsle ...	33	D	D	D	e	D	D	D
42191	Sporting & recreational goods & supplies whsle .....	7	D	D	D	c	D	D	D
421910	Sporting & recreational goods & supplies whsle .....	7	D	D	D	c	D	D	D
42193	Recyclable material whsle .....	12	13 586	2 276	472	89	4 759	1 187	597
421930	Recyclable material whsle .....	12	13 586	2 276	472	89	4 759	1 187	597
42199	Other miscellaneous durable goods whsle .....	5	D	D	D	a	D	D	D
421990	Other miscellaneous durable goods whsle .....	5	D	D	D	a	D	D	D
422	Wholesale trade, nondurable goods .....	130	1 630 288	99 071	24 406	2 619	196 741	130 388	142 219
4221	Paper & paper product whsle .....	11	24 531	3 374	732	95	5 768	1 724	1 589
42213	Industrial & personal service paper whsle .....	6	21 661	2 895	631	75	4 717	1 584	1 463
422130	Industrial & personal service paper whsle .....	6	21 661	2 895	631	75	4 717	1 584	1 463
4222	Drugs, & druggists' sundries whsle ....	11	D	D	D	c	D	D	D
42221	Drugs, & druggists' sundries whsle ..	11	D	D	D	c	D	D	D
422210	Drugs, & druggists' sundries whsle .....	11	D	D	D	c	D	D	D
4222101	General-line drugs whsle .....	5	D	D	D	c	D	D	D

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	<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>								
	<b>Lawrence, MA-NH PMSA—Con.</b>								
	<b>Merchant wholesalers—Con.</b>								
422	Wholesale trade, nondurable goods—Con.								
4223	Apparel, piece goods, & notions whsle.	14	D	D	D	e	D	D	D
42233	Women's, children's, & infants' clothing & accessories whsle . . . . .	4	D	D	D	c	D	D	D
422330	Women's, children's, & infants' clothing & accessories whsle . . . . .	4	D	D	D	c	D	D	D
42234	Footwear whsle . . . . .	3	D	D	D	b	D	D	D
422340	Footwear whsle . . . . .	3	D	D	D	b	D	D	D
4224	Grocery & related products whsle . . . . .	45	863 053	41 631	10 377	1 451	94 594	55 282	52 943
42241	General-line grocery whsle . . . . .	10	D	D	D	f	D	D	D
422410	General-line grocery whsle . . . . .	10	D	D	D	f	D	D	D
4224103	Other general-line grocery whsle . . . . .	7	D	D	D	e	D	D	D
42249	Other grocery & related products whsle . . . . .	12	D	D	D	e	D	D	D
422490	Other grocery & related products whsle . . . . .	12	D	D	D	e	D	D	D
4224902	Bread & baked goods whsle . . . . .	4	D	D	D	c	D	D	D
4224903	Soft drinks whsle . . . . .	4	D	D	D	c	D	D	D
4224905	Food & beverage basic materials whsle . . . . .	1	D	D	D	b	D	D	D
4225	Farm-product raw material whsle . . . . .	2	D	D	D	a	D	D	D
42259	Other farm product raw material whsle . . . . .	1	D	D	D	a	D	D	D
422590	Other farm product raw material whsle . . . . .	1	D	D	D	a	D	D	D
4226	Chemical & allied products whsle . . . . .	18	54 913	5 173	943	99	11 871	5 253	4 239
42261	Plastics materials & basic forms & shapes whsle . . . . .	6	D	D	D	b	D	D	D
422610	Plastics materials & basic forms & shapes whsle . . . . .	6	D	D	D	b	D	D	D
42269	Other chemical & allied products whsle . . . . .	12	D	D	D	b	D	D	D
422690	Other chemical & allied products whsle . . . . .	12	D	D	D	b	D	D	D
4227	Petroleum & petroleum products whsle . . . . .	5	D	D	D	a	D	D	D
4229	Miscellaneous nondurable goods whsle . . . . .	22	D	D	D	e	D	D	D
42291	Farm supplies whsle . . . . .	2	D	D	D	b	D	D	D
422910	Farm supplies whsle . . . . .	2	D	D	D	b	D	D	D
42299	Other miscellaneous nondurable goods whsle . . . . .	15	D	D	D	e	D	D	D
422990	Other miscellaneous nondurable goods whsle . . . . .	15	D	D	D	e	D	D	D
4229903	Textile bags, bagging, & burlap whsle . . . . .	1	D	D	D	c	D	D	D
4229904	Other nondurable goods whsle . . . . .	6	D	D	D	a	D	D	D
	<b>Manufacturers' sales branches and sales offices . .</b>	<b>42</b>	<b>792 049</b>	<b>48 594</b>	<b>11 963</b>	<b>893</b>	<b>96 802</b>	<b>19 117</b>	<b>12 332</b>
421	Wholesale trade, durable goods . . . . .	28	468 574	27 823	7 101	427	54 172	14 522	8 214
4214	Professional & commercial equipment & supplies whsle . . . . .	6	D	D	D	b	D	D	D
42143	Computer & computer peripheral equipment & software whsle . . . . .	5	D	D	D	b	D	D	D
421430	Computer & computer peripheral equipment & software whsle . . . . .	5	D	D	D	b	D	D	D
4216	Electrical goods whsle . . . . .	13	312 328	14 081	4 220	254	31 305	6 042	3 065
42169	Other electronic parts & equipment whsle . . . . .	10	D	D	D	c	D	D	D
421690	Other electronic parts & equipment whsle . . . . .	10	D	D	D	c	D	D	D
4216901	Communications equipment & supplies whsle . . . . .	10	D	D	D	c	D	D	D
4218	Machinery, equipment, & supplies whsle . . . . .	5	D	D	D	b	D	D	D
42183	Industrial machinery & equipment whsle . . . . .	4	D	D	D	b	D	D	D
421830	Industrial machinery & equipment whsle . . . . .	4	D	D	D	b	D	D	D

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	<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>								
	<b>Lawrence, MA-NH PMSA—Con.</b>								
	<b>Manufacturers' sales branches and sales offices—Con.</b>								
422	Wholesale trade, nondurable goods . . . .	14	323 475	20 771	4 862	466	42 630	4 595	4 118
4221	Paper & paper product whsle . . . . .	4	51 984	3 073	681	55	7 262	—	—
4224	Grocery & related products whsle . . . .	7	222 546	12 910	2 962	288	25 580	3 812	3 354
42249	Other grocery & related products whsle . . . . .	5	D	D	D	c	D	D	D
422490	Other grocery & related products whsle . . . . .	5	D	D	D	c	D	D	D
4224902	Bread & baked goods whsle . . . .	3	D	D	D	c	D	D	D
4224905	Food & beverage basic materials whsle . . . . .	1	D	D	D	a	D	D	D
4226	Chemical & allied products whsle . . . .	3	48 945	4 788	1 219	123	9 788	783	764
42269	Other chemical & allied products whsle . . . . .	3	48 945	4 788	1 219	123	9 788	783	764
422690	Other chemical & allied products whsle . . . . .	3	48 945	4 788	1 219	123	9 788	783	764
	<b>Agents, brokers, and commission merchants . . . .</b>	<b>88</b>	<b>630 644</b>	<b>17 312</b>	<b>3 862</b>	<b>346</b>	<b>32 751</b>	<b>580</b>	<b>555</b>
421	Wholesale trade, durable goods . . . . .	68	348 120	12 852	2 953	267	24 721	512	498
4213	Lumber & other construction materials whsle . . . . .	2	D	D	D	b	D	D	D
42132	Brick, stone, & related construction materials whsle . . . . .	1	D	D	D	b	D	D	D
421320	Brick, stone, & related construction materials whsle . . . . .	1	D	D	D	b	D	D	D
4214	Professional & commercial equipment & supplies whsle . . . . .	7	D	D	D	b	D	D	D
42142	Office equipment whsle . . . . .	2	D	D	D	b	D	D	D
421420	Office equipment whsle . . . . .	2	D	D	D	b	D	D	D
4215	Metal & mineral (except petroleum) whsle . . . . .	4	D	D	D	a	D	D	D
42151	Metal service centers & offices . . . .	4	D	D	D	a	D	D	D
421510	Metal service centers & offices . . . .	4	D	D	D	a	D	D	D
4215102	Nonferrous metal service centers & sales offices . . . . .	2	D	D	D	a	D	D	D
4216	Electrical goods whsle . . . . .	19	103 338	3 851	868	70	6 266	—	—
42169	Other electronic parts & equipment whsle . . . . .	14	D	D	D	b	D	D	D
421690	Other electronic parts & equipment whsle . . . . .	14	D	D	D	b	D	D	D
4216902	Electronic parts (excluding communications equipment) whsle . . . . .	11	D	D	D	b	D	D	D
4217	Hardware, & plumbing & heating equipment & supplies whsle . . . . .	8	D	D	D	a	D	D	D
4218	Machinery, equipment, & supplies whsle . . . . .	14	D	D	D	b	D	D	D
42182	Farm & garden machinery & equipment whsle . . . . .	1	D	D	D	a	D	D	D
421820	Farm & garden machinery & equipment whsle . . . . .	1	D	D	D	a	D	D	D
42183	Industrial machinery & equipment whsle . . . . .	9	D	D	D	b	D	D	D
421830	Industrial machinery & equipment whsle . . . . .	9	D	D	D	b	D	D	D
4219	Miscellaneous durable goods whsle . . .	7	D	D	D	a	D	D	D
422	Wholesale trade, nondurable goods . . . .	20	282 524	4 460	909	79	8 030	68	57
4221	Paper & paper product whsle . . . . .	4	45 239	1 006	170	13	1 535	—	—
42212	Stationery & office supplies whsle . . .	1	D	D	D	a	D	D	D
422120	Stationery & office supplies whsle . . .	1	D	D	D	a	D	D	D
4224	Grocery & related products whsle . . . .	6	196 378	2 204	467	40	4 235	—	—
42244	Poultry & poultry product whsle . . . .	1	D	D	D	b	D	D	D
422440	Poultry & poultry product whsle . . . .	1	D	D	D	b	D	D	D
4224401	Live poultry whsle . . . . .	1	D	D	D	b	D	D	D

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<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>									
<b>Lowell, MA-NH PMSA</b>									
42	<b>Wholesale trade</b> .....	<b>449</b>	<b>3 604 842</b>	<b>297 123</b>	<b>70 559</b>	<b>6 423</b>	<b>543 342</b>	<b>205 095</b>	<b>220 100</b>
421	Wholesale trade, durable goods .....	342	2 153 504	230 049	55 111	4 789	413 260	165 451	178 531
4211	Motor vehicle & motor vehicle parts & supplies whsle .....	31	D	D	D	e	D	D	D
42111	Automobile & other motor vehicle whsle .....	5	D	D	D	b	D	D	D
421110	Automobile & other motor vehicle whsle .....	5	D	D	D	b	D	D	D
4211105	Heavy truck & tractor (over 26,000 lb) whsle .....	1	D	D	D	b	D	D	D
42112	Motor vehicle supplies & new parts whsle .....	9	D	D	D	b	D	D	D
421120	Motor vehicle supplies & new parts whsle .....	9	D	D	D	b	D	D	D
42114	Motor vehicle parts, (used) whsle ...	15	D	D	D	c	D	D	D
421140	Motor vehicle parts, (used) whsle .	15	D	D	D	c	D	D	D
4212	Furniture & home furnishings whsle ...	7	D	D	D	b	D	D	D
42121	Furniture whsle .....	4	D	D	D	a	D	D	D
421210	Furniture whsle .....	4	D	D	D	a	D	D	D
4212102	Office & business furniture whsle .....	3	D	D	D	a	D	D	D
42122	Home furnishings whsle .....	3	D	D	D	a	D	D	D
421220	Home furnishings whsle .....	3	D	D	D	a	D	D	D
4212202	Linens, domestics, draperies, & curtains whsle .....	2	D	D	D	a	D	D	D
4213	Lumber & other construction materials whsle .....	12	132 139	11 744	2 763	276	18 569	14 814	20 570
42131	Lumber, plywood, millwork, & wood panel whsle .....	6	116 445	10 260	2 426	237	15 727	13 403	19 035
421310	Lumber, plywood, millwork, & wood panel whsle .....	6	116 445	10 260	2 426	237	15 727	13 403	19 035
4213101	Lumber without yard whsle .....	3	D	D	D	b	D	D	D
4213102	Lumber with yard whsle .....	2	D	D	D	c	D	D	D
4214	Professional & commercial equipment & supplies whsle .....	81	690 219	115 622	29 188	2 174	206 097	80 211	85 456
42142	Office equipment whsle .....	9	D	D	D	b	D	D	D
421420	Office equipment whsle .....	9	D	D	D	b	D	D	D
42143	Computer & computer peripheral equipment & software whsle .....	39	289 620	58 045	14 378	935	97 496	20 684	22 126
421430	Computer & computer peripheral equipment & software whsle .....	39	289 620	58 045	14 378	935	97 496	20 684	22 126
4214301	Computer & peripheral equipment whsle .....	29	D	D	D	f	D	D	D
42143011	Computers & peripheral equipment for resale .....	13	D	D	D	b	D	D	D
42143012	Computers & peripheral equipment for end use .....	16	D	D	D	f	D	D	D
42145	Medical, dental, & hospital equipment & supplies whsle .....	20	236 695	34 590	8 780	672	70 523	33 172	37 725
421450	Medical, dental, & hospital equipment & supplies whsle .....	20	236 695	34 590	8 780	672	70 523	33 172	37 725
4214501	Surgical, medical, & hospital supplies whsle .....	19	D	D	D	f	D	D	D
42149	Other professional equipment & supplies whsle .....	9	138 893	17 471	4 558	404	29 411	24 889	23 922
421490	Other professional equipment & supplies whsle .....	9	138 893	17 471	4 558	404	29 411	24 889	23 922
4214902	Other professional equipment & supplies whsle .....	9	138 893	17 471	4 558	404	29 411	24 889	23 922
4215	Metal & mineral (except petroleum) whsle .....	16	69 386	4 426	789	97	7 481	6 551	7 745
42151	Metal service centers & offices .....	16	69 386	4 426	789	97	7 481	6 551	7 745
421510	Metal service centers & offices ...	16	69 386	4 426	789	97	7 481	6 551	7 745
4215101	Ferrous metal service centers & sales offices .....	10	D	D	D	b	D	D	D
42151012	Ferrous metal sales offices ...	6	D	D	D	a	D	D	D
4215102	Nonferrous metal service centers & sales offices .....	6	D	D	D	b	D	D	D
4216	Electrical goods whsle .....	87	708 928	43 000	9 747	849	78 358	13 499	13 676
42161	Electrical apparatus & equip, wiring supp, & const material whsle .....	26	D	D	D	e	D	D	D
421610	Electrical apparatus & equip, wiring supp, & const material whsle .....	26	D	D	D	e	D	D	D
42169	Other electronic parts & equipment whsle .....	57	D	D	D	f	D	D	D
421690	Other electronic parts & equipment whsle .....	57	D	D	D	f	D	D	D
4216901	Communications equipment & supplies whsle .....	8	63 242	5 509	1 415	101	10 620	1 740	1 921
4216902	Electronic parts (excluding communications equipment) whsle .....	49	D	D	D	e	D	D	D

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	<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>								
	<b>Lowell, MA-NH PMSA—Con.</b>								
<b>42</b>	<b>Wholesale trade—Con.</b>								
421	Wholesale trade, durable goods—Con.								
4217	Hardware, & plumbing & heating equipment & supplies whsle . . . . .	21	80 844	7 813	1 684	182	13 740	7 897	7 444
42171	Hardware whsle . . . . .	12	D	D	D	c	D	D	D
421710	Hardware whsle . . . . .	12	D	D	D	c	D	D	D
42172	Plumbing & heating equipment & supplies (hydronics) whsle . . . . .	5	D	D	D	b	D	D	D
421720	Plumbing & heating equipment & supplies (hydronics) whsle . . . . .	5	D	D	D	b	D	D	D
4218	Machinery, equipment, & supplies whsle . . . . .	66	D	D	D	f	D	D	D
42181	Construction & mining (except petroleum) machinery & equip whsle . . . . .	5	D	D	D	b	D	D	D
421810	Construction & mining (except petroleum) machinery & equip whsle . . . . .	5	D	D	D	b	D	D	D
42183	Industrial machinery & equipment whsle . . . . .	43	145 993	23 658	5 402	474	35 999	17 583	17 874
421830	Industrial machinery & equipment whsle . . . . .	43	145 993	23 658	5 402	474	35 999	17 583	17 874
4218302	Hydraulic & pneumatic (fluid-power) machinery & equipment whsle . . . . .	4	D	D	D	b	D	D	D
42183022	Hydraulic & pneumatic parts, accessories, & supplies whsle . . . . .	3	D	D	D	b	D	D	D
4218303	General-purpose industrial machinery & equipment whsle . . . . .	16	D	D	D	c	D	D	D
4218304	Metalworking machinery & equipment whsle . . . . .	3	D	D	D	b	D	D	D
4218305	Materials handling equipment whsle . . . . .	7	D	D	D	b	D	D	D
4218307	Other industrial machinery & equipment whsle . . . . .	12	D	D	D	c	D	D	D
42184	Industrial supplies whsle . . . . .	11	D	D	D	c	D	D	D
421840	Industrial supplies whsle . . . . .	11	D	D	D	c	D	D	D
4218403	Welding supplies whsle . . . . .	1	D	D	D	c	D	D	D
42185	Service establishment equipment & supplies whsle . . . . .	6	D	D	D	b	D	D	D
421850	Service establishment equipment & supplies whsle . . . . .	6	D	D	D	b	D	D	D
4218502	Custodial, janitors' equipment & supplies whsle . . . . .	4	D	D	D	b	D	D	D
4219	Miscellaneous durable goods whsle . . . . .	21	D	D	D	c	D	D	D
42193	Recyclable material whsle . . . . .	11	D	D	D	c	D	D	D
421930	Recyclable material whsle . . . . .	11	D	D	D	c	D	D	D
4219301	Iron & steel scrap processors & dealers . . . . .	3	D	D	D	b	D	D	D
42193011	Iron & steel scrap processors (using power processing equipment) . . . . .	2	D	D	D	b	D	D	D
42199	Other miscellaneous durable goods whsle . . . . .	5	D	D	D	a	D	D	D
421990	Other miscellaneous durable goods whsle . . . . .	5	D	D	D	a	D	D	D
422	Wholesale trade, nondurable goods . . . . .	107	1 451 338	67 074	15 448	1 634	130 082	39 644	41 569
4221	Paper & paper product whsle . . . . .	19	D	D	D	e	D	D	D
42212	Stationery & office supplies whsle . . . . .	8	D	D	D	e	D	D	D
422120	Stationery & office supplies whsle . . . . .	8	D	D	D	e	D	D	D
42213	Industrial & personal service paper whsle . . . . .	10	D	D	D	c	D	D	D
422130	Industrial & personal service paper whsle . . . . .	10	D	D	D	c	D	D	D
4222	Drugs, & druggists' sundries whsle . . . . .	5	D	D	D	b	D	D	D
42221	Drugs, & druggists' sundries whsle . . . . .	5	D	D	D	b	D	D	D
422210	Drugs, & druggists' sundries whsle . . . . .	5	D	D	D	b	D	D	D
4222102	Specialty-line drug, pharmaceutical, cosmetic, & toiletries whsle . . . . .	3	D	D	D	a	D	D	D
4223	Apparel, piece goods, & notions whsle . . . . .	9	D	D	D	b	D	D	D
42231	Piece goods, notions, & other dry goods whsle . . . . .	5	D	D	D	b	D	D	D
422310	Piece goods, notions, & other dry goods whsle . . . . .	5	D	D	D	b	D	D	D
4223101	Piece goods—jobbers . . . . .	4	D	D	D	b	D	D	D

**Table 3. Summary Statistics for Metropolitan Areas: 1997—Con.**

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NAICS code	Geographic area, type of operation, and kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1996 inventories <sup>f</sup> (\$1,000)	End-of-1997 inventories <sup>f</sup> (\$1,000)
	<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>								
	<b>Lowell, MA-NH PMSA—Con.</b>								
<b>42</b>	<b>Wholesale trade—Con.</b>								
422	Wholesale trade, nondurable goods—Con.								
4224	Grocery & related products whsle . . . . .	35	678 971	19 303	4 546	520	38 488	2 953	2 979
42244	Poultry & poultry product whsle . . . . .	1	D	D	D	b	D	D	D
422440	Poultry & poultry product whsle . . . . .	1	D	D	D	b	D	D	D
4224402	Poultry & poultry product (except live) whsle . . . . .	1	D	D	D	b	D	D	D
42249	Other grocery & related products whsle . . . . .	16	D	D	D	e	D	D	D
422490	Other grocery & related products whsle . . . . .	16	D	D	D	e	D	D	D
4224902	Bread & baked goods whsle . . . . .	3	D	D	D	b	D	D	D
4224903	Soft drinks whsle . . . . .	3	D	D	D	c	D	D	D
4224906	Other grocery specialties whsle . . . . .	5	326 431	4 789	1 104	138	9 711	406	418
4226	Chemical & allied products whsle . . . . .	19	83 021	6 480	1 277	97	11 475	3 572	3 841
42269	Other chemical & allied products whsle . . . . .	17	D	D	D	b	D	D	D
422690	Other chemical & allied products whsle . . . . .	17	D	D	D	b	D	D	D
4226902	Other chemical & allied products whsle . . . . .	15	D	D	D	b	D	D	D
4227	Petroleum & petroleum products whsle . . . . .	5	D	D	D	a	D	D	D
4228	Beer, wine, & distilled alcoholic beverage whsle . . . . .	5	D	D	D	c	D	D	D
42281	Beer & ale whsle . . . . .	2	D	D	D	b	D	D	D
422810	Beer & ale whsle . . . . .	2	D	D	D	b	D	D	D
4229	Miscellaneous nondurable goods whsle . . . . .	10	D	D	D	e	D	D	D
42292	Book, periodical, & newspaper whsle . . . . .	1	D	D	D	b	D	D	D
422920	Book, periodical, & newspaper whsle . . . . .	1	D	D	D	b	D	D	D
42293	Flower, nursery stock, & florists' supplies whsle . . . . .	2	D	D	D	b	D	D	D
422930	Flower, nursery stock, & florists' supplies whsle . . . . .	2	D	D	D	b	D	D	D
42294	Tobacco & tobacco product whsle . . . . .	1	D	D	D	c	D	D	D
422940	Tobacco & tobacco product whsle . . . . .	1	D	D	D	c	D	D	D
42295	Paint, varnish, & supplies whsle . . . . .	1	D	D	D	a	D	D	D
422950	Paint, varnish, & supplies whsle . . . . .	1	D	D	D	a	D	D	D
4229501	Paint, varnish, & supplies whsle . . . . .	1	D	D	D	a	D	D	D
	<b>Merchant wholesalers . . . . .</b>	<b>349</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>i</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods . . . . .	270	1 387 314	195 615	47 110	4 258	345 138	153 805	166 090
4211	Motor vehicle & motor vehicle parts & supplies whsle . . . . .	30	D	D	D	e	D	D	D
42111	Automobile & other motor vehicle whsle . . . . .	5	D	D	D	b	D	D	D
421110	Automobile & other motor vehicle whsle . . . . .	5	D	D	D	b	D	D	D
4211105	Heavy truck & tractor (over 26,000 lb) whsle . . . . .	1	D	D	D	b	D	D	D
42112	Motor vehicle supplies & new parts whsle . . . . .	9	D	D	D	b	D	D	D
421120	Motor vehicle supplies & new parts whsle . . . . .	9	D	D	D	b	D	D	D
42114	Motor vehicle parts, (used) whsle . . . . .	15	D	D	D	c	D	D	D
421140	Motor vehicle parts, (used) whsle . . . . .	15	D	D	D	c	D	D	D
4213	Lumber & other construction materials whsle . . . . .	12	132 139	11 744	2 763	276	18 569	14 814	20 570
42131	Lumber, plywood, millwork, & wood panel whsle . . . . .	6	116 445	10 260	2 426	237	15 727	13 403	19 035
421310	Lumber, plywood, millwork, & wood panel whsle . . . . .	6	116 445	10 260	2 426	237	15 727	13 403	19 035
4213101	Lumber without yard whsle . . . . .	3	D	D	D	b	D	D	D
4213102	Lumber with yard whsle . . . . .	2	D	D	D	c	D	D	D



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	<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>								
	<b>Lowell, MA-NH PMSA—Con.</b>								
	<b>Merchant wholesalers—Con.</b>								
421	Wholesale trade, durable goods—Con.								
4214	Professional & commercial equipment & supplies whsle.....	70	569 323	96 137	24 507	1 873	164 683	72 067	76 529
42143	Computer & computer peripheral equipment & software whsle.....	35	D	D	D	f	D	D	D
421430	Computer & computer peripheral equipment & software whsle.....	35	D	D	D	f	D	D	D
4214301	Computer & peripheral equipment whsle.....	26	D	D	D	f	D	D	D
42143011	Computers & peripheral equipment for resale .....	12	D	D	D	b	D	D	D
42143012	Computers & peripheral equipment for end use .....	14	D	D	D	f	D	D	D
42145	Medical, dental, & hospital equipment & supplies whsle .....	18	D	D	D	f	D	D	D
421450	Medical, dental, & hospital equipment & supplies whsle .....	18	D	D	D	f	D	D	D
4214501	Surgical, medical, & hospital supplies whsle .....	17	D	D	D	f	D	D	D
42149	Other professional equipment & supplies whsle .....	7	D	D	D	e	D	D	D
421490	Other professional equipment & supplies whsle .....	7	D	D	D	e	D	D	D
4214902	Other professional equipment & supplies whsle .....	7	D	D	D	e	D	D	D
4215	Metal & mineral (except petroleum) whsle .....	10	D	D	D	b	D	D	D
42151	Metal service centers & offices .....	10	D	D	D	b	D	D	D
421510	Metal service centers & offices .....	10	D	D	D	b	D	D	D
4216	Electrical goods whsle .....	56	D	D	D	f	D	D	D
42161	Electrical apparatus & equip, wiring supp, & const material whsle .....	19	50 055	11 312	2 854	284	19 518	5 443	5 459
421610	Electrical apparatus & equip, wiring supp, & const material whsle .....	19	50 055	11 312	2 854	284	19 518	5 443	5 459
42169	Other electronic parts & equipment whsle .....	33	D	D	D	e	D	D	D
421690	Other electronic parts & equipment whsle .....	33	D	D	D	e	D	D	D
4216901	Communications equipment & supplies whsle .....	5	D	D	D	b	D	D	D
4216902	Electronic parts (excluding communications equipment) whsle .....	28	D	D	D	e	D	D	D
4217	Hardware, & plumbing & heating equipment & supplies whsle .....	13	D	D	D	c	D	D	D
42171	Hardware whsle .....	9	D	D	D	c	D	D	D
421710	Hardware whsle .....	9	D	D	D	c	D	D	D
4218	Machinery, equipment, & supplies whsle .....	55	242 704	33 745	7 655	727	56 945	27 617	28 110
42183	Industrial machinery & equipment whsle .....	37	D	D	D	e	D	D	D
421830	Industrial machinery & equipment whsle .....	37	D	D	D	e	D	D	D
4218302	Hydraulic & pneumatic (fluid-power) machinery & equipment whsle .....	4	D	D	D	b	D	D	D
42183022	Hydraulic & pneumatic parts, accessories, & supplies whsle .....	3	D	D	D	b	D	D	D
4218303	General-purpose industrial machinery & equipment whsle .....	12	D	D	D	c	D	D	D
4218304	Metalworking machinery & equipment whsle .....	3	D	D	D	b	D	D	D
4218305	Materials handling equipment whsle .....	6	D	D	D	b	D	D	D
4218307	Other industrial machinery & equipment whsle .....	11	D	D	D	c	D	D	D
42184	Industrial supplies whsle .....	9	D	D	D	c	D	D	D
421840	Industrial supplies whsle .....	9	D	D	D	c	D	D	D
4218403	Welding supplies whsle .....	1	D	D	D	c	D	D	D
42185	Service establishment equipment & supplies whsle .....	5	D	D	D	b	D	D	D
421850	Service establishment equipment & supplies whsle .....	5	D	D	D	b	D	D	D
4218502	Custodial, janitors' equipment & supplies whsle .....	3	D	D	D	b	D	D	D
4219	Miscellaneous durable goods whsle .....	19	D	D	D	c	D	D	D
42193	Recyclable material whsle .....	11	D	D	D	c	D	D	D
421930	Recyclable material whsle .....	11	D	D	D	c	D	D	D
4219301	Iron & steel scrap processors & dealers .....	3	D	D	D	b	D	D	D
42193011	Iron & steel scrap processors (using power processing equipment).....	2	D	D	D	b	D	D	D

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<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>									
<b>Lowell, MA-NH PMSA—Con.</b>									
<b>Merchant wholesalers—Con.</b>									
422	Wholesale trade, nondurable goods . . . .	79	D	D	D	g	D	D	D
4221	Paper & paper product whsle . . . . .	16	D	D	D	e	D	D	D
42212	Stationery & office supplies whsle . . .	7	D	D	D	e	D	D	D
422120	Stationery & office supplies whsle . .	7	D	D	D	e	D	D	D
42213	Industrial & personal service paper whsle . . . . .	8	D	D	D	c	D	D	D
422130	Industrial & personal service paper whsle . . . . .	8	D	D	D	c	D	D	D
4224	Grocery & related products whsle . . . .	23	38 474	3 836	863	181	8 021	2 419	2 502
42249	Other grocery & related products whsle . . . . .	7	D	D	D	b	D	D	D
422490	Other grocery & related products whsle . . . . .	7	D	D	D	b	D	D	D
4226	Chemical & allied products whsle . . . .	16	55 471	5 750	1 099	76	9 975	3 451	3 664
42269	Other chemical & allied products whsle . . . . .	15	D	D	D	b	D	D	D
422690	Other chemical & allied products whsle . . . . .	15	D	D	D	b	D	D	D
4226902	Other chemical & allied products whsle . . . . .	14	D	D	D	b	D	D	D
4228	Beer, wine, & distilled alcoholic beverage whsle . . . . .	5	D	D	D	c	D	D	D
4229	Miscellaneous nondurable goods whsle . . . . .	6	D	D	D	c	D	D	D
42293	Flower, nursery stock, & florists' supplies whsle . . . . .	2	D	D	D	b	D	D	D
422930	Flower, nursery stock, & florists' supplies whsle . . . . .	2	D	D	D	b	D	D	D
42294	Tobacco & tobacco product whsle . . .	1	D	D	D	c	D	D	D
422940	Tobacco & tobacco product whsle . .	1	D	D	D	c	D	D	D
<b>Manufacturers' sales branches and sales offices . . . . .</b>									
421	Wholesale trade, durable goods . . . . .	32	D	D	D	f	D	D	D
421	Wholesale trade, durable goods . . . . .	19	183 027	19 702	4 848	314	42 744	11 338	11 901
4214	Professional & commercial equipment & supplies whsle . . . . .	5	D	D	D	e	D	D	D
42145	Medical, dental, & hospital equipment & supplies whsle . . . . .	1	D	D	D	c	D	D	D
421450	Medical, dental, & hospital equipment & supplies whsle . . . . .	1	D	D	D	c	D	D	D
4216	Electrical goods whsle . . . . .	8	D	D	D	b	D	D	D
4218	Machinery, equipment, & supplies whsle . . . . .	3	D	D	D	a	D	D	D
422	Wholesale trade, nondurable goods . . . .	13	D	D	D	e	D	D	D
4224	Grocery & related products whsle . . . .	5	246 113	10 801	2 623	231	20 576	534	477
42249	Other grocery & related products whsle . . . . .	5	246 113	10 801	2 623	231	20 576	534	477
422490	Other grocery & related products whsle . . . . .	5	246 113	10 801	2 623	231	20 576	534	477
4224902	Bread & baked goods whsle . . . . .	1	D	D	D	b	D	D	D
4229	Miscellaneous nondurable goods whsle . . . . .	2	D	D	D	b	D	D	D
42292	Book, periodical, & newspaper whsle . . . . .	1	D	D	D	b	D	D	D
422920	Book, periodical, & newspaper whsle . . . . .	1	D	D	D	b	D	D	D
<b>Agents, brokers, and commission merchants . . . . .</b>									
421	Wholesale trade, durable goods . . . . .	68	D	D	D	e	D	D	D
421	Wholesale trade, durable goods . . . . .	53	583 163	14 732	3 153	217	25 378	308	540
4212	Furniture & home furnishings whsle . . .	2	D	D	D	a	D	D	D
42121	Furniture whsle . . . . .	1	D	D	D	a	D	D	D
421210	Furniture whsle . . . . .	1	D	D	D	a	D	D	D
4212102	Office & business furniture whsle . . . . .	1	D	D	D	a	D	D	D
4214	Professional & commercial equipment & supplies whsle . . . . .	6	D	D	D	b	D	D	D
42149	Other professional equipment & supplies whsle . . . . .	2	D	D	D	a	D	D	D
421490	Other professional equipment & supplies whsle . . . . .	2	D	D	D	a	D	D	D
4214902	Other professional equipment & supplies whsle . . . . .	2	D	D	D	a	D	D	D
4215	Metal & mineral (except petroleum) whsle . . . . .	5	D	D	D	a	D	D	D
42151	Metal service centers & offices . . . . .	5	D	D	D	a	D	D	D
421510	Metal service centers & offices . . . .	5	D	D	D	a	D	D	D

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<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>									
<b>Lowell, MA-NH PMSA—Con.</b>									
<b>Agents, brokers, and commission merchants—Con.</b>									
421	Wholesale trade, durable goods—Con.								
4216	Electrical goods whsle . . . . .	23	D	D	D	c	D	D	D
42169	Other electronic parts & equipment whsle . . . . .	19	D	D	D	c	D	D	D
421690	Other electronic parts & equipment whsle . . . . .	19	D	D	D	c	D	D	D
4216902	Electronic parts (excluding communications equipment) whsle . . . . .	19	D	D	D	c	D	D	D
4217	Hardware, & plumbing & heating equipment & supplies whsle . . . . .	7	D	D	D	b	D	D	D
42172	Plumbing & heating equipment & supplies (hydronics) whsle . . . . .	3	D	D	D	b	D	D	D
421720	Plumbing & heating equipment & supplies (hydronics) whsle . . . . .	3	D	D	D	b	D	D	D
4218	Machinery, equipment, & supplies whsle . . . . .	8	D	D	D	a	D	D	D
42185	Service establishment equipment & supplies whsle . . . . .	1	D	D	D	a	D	D	D
421850	Service establishment equipment & supplies whsle . . . . .	1	D	D	D	a	D	D	D
422	Wholesale trade, nondurable goods . . . . .	15	D	D	D	c	D	D	D
4223	Apparel, piece goods, & notions whsle . . . . .	2	D	D	D	a	D	D	D
42231	Piece goods, notions, & other dry goods whsle . . . . .	2	D	D	D	a	D	D	D
422310	Piece goods, notions, & other dry goods whsle . . . . .	2	D	D	D	a	D	D	D
4223101	Piece goods—jobbers . . . . .	2	D	D	D	a	D	D	D
4224	Grocery & related products whsle . . . . .	7	394 384	4 666	1 060	108	9 891	—	—
42244	Poultry & poultry product whsle . . . . .	1	D	D	D	b	D	D	D
422440	Poultry & poultry product whsle . . . . .	1	D	D	D	b	D	D	D
4224402	Poultry & poultry product (except live) whsle . . . . .	1	D	D	D	b	D	D	D
42249	Other grocery & related products whsle . . . . .	4	D	D	D	b	D	D	D
422490	Other grocery & related products whsle . . . . .	4	D	D	D	b	D	D	D
4224906	Other grocery specialties whsle . . . . .	2	D	D	D	b	D	D	D
<b>Manchester, NH PMSA</b>									
<b>42</b>	<b>Wholesale trade . . . . .</b>	<b>405</b>	<b>2 553 596</b>	<b>206 147</b>	<b>49 370</b>	<b>5 534</b>	<b>377 007</b>	<b>165 943</b>	<b>174 925</b>
421	Wholesale trade, durable goods . . . . .	287	1 312 963	125 928	30 833	3 235	228 917	112 427	117 623
4211	Motor vehicle & motor vehicle parts & supplies whsle . . . . .	22	120 412	12 435	2 468	498	23 852	16 750	17 910
42111	Automobile & other motor vehicle whsle . . . . .	7	88 617	8 516	1 616	354	16 458	10 389	11 211
421110	Automobile & other motor vehicle whsle . . . . .	7	88 617	8 516	1 616	354	16 458	10 389	11 211
4211103	Light truck & van (14,000 lb or less) whsle . . . . .	1	D	D	D	b	D	D	D
4211104	Medium truck & tractor (14,001 lb to 26,000 lb) whsle . . . . .	1	D	D	D	b	D	D	D
4211105	Heavy truck & tractor (over 26,000 lb) whsle . . . . .	2	D	D	D	b	D	D	D
42112	Motor vehicle supplies & new parts whsle . . . . .	10	D	D	D	c	D	D	D
421120	Motor vehicle supplies & new parts whsle . . . . .	10	D	D	D	c	D	D	D
4211202	Motor vehicle supplies & new parts—jobbers . . . . .	6	D	D	D	b	D	D	D
4212	Furniture & home furnishings whsle . . . . .	11	D	D	D	b	D	D	D
42121	Furniture whsle . . . . .	7	D	D	D	b	D	D	D
421210	Furniture whsle . . . . .	7	D	D	D	b	D	D	D
4212102	Office & business furniture whsle . . . . .	6	D	D	D	b	D	D	D
4213	Lumber & other construction materials whsle . . . . .	14	95 745	7 190	1 050	154	11 446	11 511	12 869
42131	Lumber, plywood, millwork, & wood panel whsle . . . . .	8	D	D	D	b	D	D	D
421310	Lumber, plywood, millwork, & wood panel whsle . . . . .	8	D	D	D	b	D	D	D
4213102	Lumber with yard whsle . . . . .	1	D	D	D	b	D	D	D
42133	Roofing, siding, & insulation material whsle . . . . .	2	D	D	D	b	D	D	D
421330	Roofing, siding, & insulation material whsle . . . . .	2	D	D	D	b	D	D	D
4213301	Roofing, siding, & insulation material whsle . . . . .	2	D	D	D	b	D	D	D

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	<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>								
	<b>Manchester, NH PMSA—Con.</b>								
<b>42</b>	<b>Wholesale trade—Con.</b>								
421	Wholesale trade, durable goods—Con.								
4214	Professional & commercial equipment & supplies whsle . . . . .	68	223 868	36 442	9 375	782	62 837	13 943	14 891
42141	Photographic equipment & supplies whsle . . . . .	3	D	D	D	b	D	D	D
421410	Photographic equipment & supplies whsle . . . . .	3	D	D	D	b	D	D	D
42142	Office equipment whsle . . . . .	9	D	D	D	c	D	D	D
421420	Office equipment whsle . . . . .	9	D	D	D	c	D	D	D
42143	Computer & computer peripheral equipment & software whsle . . . . .	34	153 058	24 439	6 585	441	41 494	7 571	7 996
421430	Computer & computer peripheral equipment & software whsle . . . . .	34	153 058	24 439	6 585	441	41 494	7 571	7 996
4214301	Computer & peripheral equipment whsle . . . . .	23	118 575	16 137	4 751	309	29 542	6 963	7 473
42143012	Computers & peripheral equipment for end use . . . . .	16	D	D	D	e	D	D	D
4214302	Computer software (packaged) whsle . . . . .	11	34 483	8 302	1 834	132	11 952	608	523
42144	Other commercial equipment whsle . . . . .	6	D	D	D	b	D	D	D
421440	Other commercial equipment whsle . . . . .	6	D	D	D	b	D	D	D
42145	Medical, dental, & hospital equipment & supplies whsle . . . . .	10	D	D	D	b	D	D	D
421450	Medical, dental, & hospital equipment & supplies whsle . . . . .	10	D	D	D	b	D	D	D
4214501	Surgical, medical, & hospital supplies whsle . . . . .	10	D	D	D	b	D	D	D
4215	Metal & mineral (except petroleum) whsle . . . . .	4	26 834	3 812	896	106	7 402	3 880	3 676
42151	Metal service centers & offices . . . . .	4	26 834	3 812	896	106	7 402	3 880	3 676
421510	Metal service centers & offices . . . . .	4	26 834	3 812	896	106	7 402	3 880	3 676
4215101	Ferrous metal service centers & sales offices . . . . .	4	26 834	3 812	896	106	7 402	3 880	3 676
42151011	Ferrous metal service centers . . . . .	4	26 834	3 812	896	106	7 402	3 880	3 676
4216	Electrical goods whsle . . . . .	63	304 599	28 562	8 515	605	54 337	13 154	13 672
42161	Electrical apparatus & equip, wiring supp, & const material whsle . . . . .	23	236 342	16 623	4 048	343	35 149	10 529	10 107
421610	Electrical apparatus & equip, wiring supp, & const material whsle . . . . .	23	236 342	16 623	4 048	343	35 149	10 529	10 107
42169	Other electronic parts & equipment whsle . . . . .	38	D	D	D	e	D	D	D
421690	Other electronic parts & equipment whsle . . . . .	38	D	D	D	e	D	D	D
4216901	Communications equipment & supplies whsle . . . . .	20	33 681	8 690	3 765	178	13 122	1 269	1 453
4216902	Electronic parts (excluding communications equipment) whsle . . . . .	18	D	D	D	b	D	D	D
4217	Hardware, & plumbing & heating equipment & supplies whsle . . . . .	24	308 396	13 871	3 177	413	23 030	31 888	31 389
42171	Hardware whsle . . . . .	12	D	D	D	e	D	D	D
421710	Hardware whsle . . . . .	12	D	D	D	e	D	D	D
42172	Plumbing & heating equipment & supplies (hydronics) whsle . . . . .	3	D	D	D	b	D	D	D
421720	Plumbing & heating equipment & supplies (hydronics) whsle . . . . .	3	D	D	D	b	D	D	D
42173	Warm air heating & air-conditioning equipment & supplies whsle . . . . .	7	16 034	2 529	551	62	4 284	2 006	1 997
421730	Warm air heating & air-conditioning equipment & supplies whsle . . . . .	7	16 034	2 529	551	62	4 284	2 006	1 997
4218	Machinery, equipment, & supplies whsle . . . . .	62	184 849	18 614	4 424	557	36 308	18 477	20 177
42183	Industrial machinery & equipment whsle . . . . .	31	101 480	7 610	1 779	178	16 477	3 868	2 881
421830	Industrial machinery & equipment whsle . . . . .	31	101 480	7 610	1 779	178	16 477	3 868	2 881
4218303	General-purpose industrial machinery & equipment whsle . . . . .	17	23 098	3 341	744	86	8 772	2 901	1 831
4218307	Other industrial machinery & equipment whsle . . . . .	9	74 007	3 537	875	70	6 683	605	675
42184	Industrial supplies whsle . . . . .	16	D	D	D	c	D	D	D
421840	Industrial supplies whsle . . . . .	16	D	D	D	c	D	D	D
4218402	Mechanical power transmission supplies whsle . . . . .	5	D	D	D	b	D	D	D

**Table 3. Summary Statistics for Metropolitan Areas: 1997—Con.**

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	<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>								
	<b>Manchester, NH PMSA—Con.</b>								
<b>42</b>	<b>Wholesale trade—Con.</b>								
421	Wholesale trade, durable goods—Con.								
4218	Machinery, equipment, & supplies whsle—Con.								
42185	Service establishment equipment & supplies whsle . . . . .	10	37 802	5 962	1 429	235	9 756	6 752	7 541
421850	Service establishment equipment & supplies whsle . . . . .	10	37 802	5 962	1 429	235	9 756	6 752	7 541
4218501	Beauty & barber shop equipment & supplies whsle . . .	3	D	D	D	c	D	D	D
4218503	Laundry & dry-cleaning equipment & supplies whsle . . .	2	D	D	D	b	D	D	D
4219	Miscellaneous durable goods whsle . . .	19	D	D	D	b	D	D	D
42191	Sporting & recreational goods & supplies whsle . . . . .	5	D	D	D	a	D	D	D
421910	Sporting & recreational goods & supplies whsle . . . . .	5	D	D	D	a	D	D	D
422	Wholesale trade, nondurable goods . . . .	118	1 240 633	80 219	18 537	2 299	148 090	53 516	57 302
4221	Paper & paper product whsle . . . . .	20	D	D	D	c	D	D	D
42212	Stationery & office supplies whsle . . .	14	20 688	3 541	933	101	6 100	488	436
422120	Stationery & office supplies whsle . . .	14	20 688	3 541	933	101	6 100	488	436
4223	Apparel, piece goods, & notions whsle .	11	15 638	1 611	357	73	2 482	773	1 017
4224	Grocery & related products whsle . . . .	30	833 473	40 032	9 177	1 061	76 878	31 104	32 453
42244	Poultry & poultry product whsle . . . .	3	D	D	D	c	D	D	D
422440	Poultry & poultry product whsle . . . .	3	D	D	D	c	D	D	D
4224402	Poultry & poultry product (except live) whsle . . . . .	2	D	D	D	c	D	D	D
42245	Confectionery whsle . . . . .	2	D	D	D	e	D	D	D
422450	Confectionery whsle . . . . .	2	D	D	D	e	D	D	D
42249	Other grocery & related products whsle . . . . .	16	657 347	24 861	5 874	579	52 797	30 343	31 339
422490	Other grocery & related products whsle . . . . .	16	657 347	24 861	5 874	579	52 797	30 343	31 339
4224902	Bread & baked goods whsle . . . . .	4	D	D	D	b	D	D	D
4224903	Soft drinks whsle . . . . .	4	D	D	D	c	D	D	D
4224906	Other grocery specialties whsle . . . . .	5	D	D	D	e	D	D	D
4226	Chemical & allied products whsle . . . .	19	D	D	D	c	D	D	D
42269	Other chemical & allied products whsle . . . . .	10	D	D	D	b	D	D	D
422690	Other chemical & allied products whsle . . . . .	10	D	D	D	b	D	D	D
4227	Petroleum & petroleum products whsle . . . . .	5	D	D	D	c	D	D	D
42271	Petroleum bulk stations & terminals . .	3	D	D	D	c	D	D	D
422710	Petroleum bulk stations & terminals . . . . .	3	D	D	D	c	D	D	D
4227101	Petroleum bulk stations & terminals (except LP) . . . . .	2	D	D	D	c	D	D	D
4228	Beer, wine, & distilled alcoholic beverage whsle . . . . .	5	116 460	8 094	1 800	200	13 915	2 683	3 090
42281	Beer & ale whsle . . . . .	2	D	D	D	c	D	D	D
422810	Beer & ale whsle . . . . .	2	D	D	D	c	D	D	D
42282	Wine & distilled alcoholic beverage whsle . . . . .	3	D	D	D	b	D	D	D
422820	Wine & distilled alcoholic beverage whsle . . . . .	3	D	D	D	b	D	D	D
4228201	Wine & distilled alcoholic bev (licensed operation) whsle . . . .	3	D	D	D	b	D	D	D
4229	Miscellaneous nondurable goods whsle . . . . .	22	D	D	D	e	D	D	D
42294	Tobacco & tobacco product whsle . . .	2	D	D	D	c	D	D	D
422940	Tobacco & tobacco product whsle . . .	2	D	D	D	c	D	D	D
	<b>Merchant wholesalers . . . . .</b>	<b>320</b>	<b>1 456 995</b>	<b>146 725</b>	<b>32 398</b>	<b>4 342</b>	<b>262 384</b>	<b>139 714</b>	<b>148 445</b>
421	Wholesale trade, durable goods . . . . .	227	D	D	D	h	D	D	D
4211	Motor vehicle & motor vehicle parts & supplies whsle . . . . .	21	D	D	D	e	D	D	D
42111	Automobile & other motor vehicle whsle . . . . .	7	88 617	8 516	1 616	354	16 458	10 389	11 211
421110	Automobile & other motor vehicle whsle . . . . .	7	88 617	8 516	1 616	354	16 458	10 389	11 211
4211105	Heavy truck & tractor (over 26,000 lb) whsle . . . . .	2	D	D	D	b	D	D	D
42112	Motor vehicle supplies & new parts whsle . . . . .	9	D	D	D	c	D	D	D
421120	Motor vehicle supplies & new parts whsle . . . . .	9	D	D	D	c	D	D	D
4211202	Motor vehicle supplies & new parts—jobbers . . . . .	5	D	D	D	b	D	D	D
4212	Furniture & home furnishings whsle . . .	10	D	D	D	b	D	D	D
42121	Furniture whsle . . . . .	6	D	D	D	b	D	D	D
421210	Furniture whsle . . . . .	6	D	D	D	b	D	D	D
4212102	Office & business furniture whsle . . . . .	5	D	D	D	b	D	D	D

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	<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>								
	<b>Manchester, NH PMSA—Con.</b>								
	<b>Merchant wholesalers—Con.</b>								
421	Wholesale trade, durable goods—Con.								
4213	Lumber & other construction materials whsle .....	9	D	D	D	c	D	D	D
42131	Lumber, plywood, millwork, & wood panel whsle .....	7	D	D	D	b	D	D	D
421310	Lumber, plywood, millwork, & wood panel whsle .....	7	D	D	D	b	D	D	D
4213102	Lumber with yard whsle .....	1	D	D	D	b	D	D	D
4214	Professional & commercial equipment & supplies whsle .....	59	D	D	D	f	D	D	D
42143	Computer & computer peripheral equipment & software whsle .....	31	D	D	D	e	D	D	D
421430	Computer & computer peripheral equipment & software whsle .....	31	D	D	D	e	D	D	D
4214301	Computer & peripheral equipment whsle .....	20	D	D	D	c	D	D	D
42143012	Computers & peripheral equipment for end use .....	13	D	D	D	c	D	D	D
4214302	Computer software (packaged) whsle .....	11	34 483	8 302	1 834	132	11 952	608	523
42144	Other commercial equipment whsle .	6	D	D	D	b	D	D	D
421440	Other commercial equipment whsle .....	6	D	D	D	b	D	D	D
42145	Medical, dental, & hospital equipment & supplies whsle .....	6	D	D	D	b	D	D	D
421450	Medical, dental, & hospital equipment & supplies whsle .....	6	D	D	D	b	D	D	D
4214501	Surgical, medical, & hospital supplies whsle .....	6	D	D	D	b	D	D	D
4215	Metal & mineral (except petroleum) whsle .....	4	26 834	3 812	896	106	7 402	3 880	3 676
42151	Metal service centers & offices .....	4	26 834	3 812	896	106	7 402	3 880	3 676
421510	Metal service centers & offices .....	4	26 834	3 812	896	106	7 402	3 880	3 676
4215101	Ferrous metal service centers & sales offices .....	4	26 834	3 812	896	106	7 402	3 880	3 676
4216	Electrical goods whsle .....	38	97 672	12 568	2 865	324	21 804	9 829	10 316
42161	Electrical apparatus & equip, wiring supp, & const material whsle .....	11	59 586	5 677	1 414	140	10 407	7 818	7 415
421610	Electrical apparatus & equip, wiring supp, & const material whsle .....	11	59 586	5 677	1 414	140	10 407	7 818	7 415
42169	Other electronic parts & equipment whsle .....	26	D	D	D	c	D	D	D
421690	Other electronic parts & equipment whsle .....	26	D	D	D	c	D	D	D
4216901	Communications equipment & supplies whsle .....	13	D	D	D	c	D	D	D
4216902	Electronic parts (excluding communications equipment) whsle .....	13	D	D	D	b	D	D	D
4217	Hardware, & plumbing & heating equipment & supplies whsle .....	21	D	D	D	e	D	D	D
42171	Hardware whsle .....	11	D	D	D	e	D	D	D
421710	Hardware whsle .....	11	D	D	D	e	D	D	D
42173	Warm air heating & air-conditioning equipment & supplies whsle .....	7	16 034	2 529	551	62	4 284	2 006	1 997
421730	Warm air heating & air-conditioning equipment & supplies whsle .....	7	16 034	2 529	551	62	4 284	2 006	1 997
4218	Machinery, equipment, & supplies whsle .....	48	95 277	14 115	3 381	473	25 964	16 427	19 084
42183	Industrial machinery & equipment whsle .....	21	D	D	D	c	D	D	D
421830	Industrial machinery & equipment whsle .....	21	D	D	D	c	D	D	D
4218303	General-purpose industrial machinery & equipment whsle .	12	8 881	1 675	397	53	3 369	922	799
42184	Industrial supplies whsle .....	14	D	D	D	b	D	D	D
421840	Industrial supplies whsle .....	14	D	D	D	b	D	D	D
4218402	Mechanical power transmission supplies whsle .....	4	D	D	D	b	D	D	D
42185	Service establishment equipment & supplies whsle .....	8	D	D	D	c	D	D	D
421850	Service establishment equipment & supplies whsle .....	8	D	D	D	c	D	D	D
4218501	Beauty & barber shop equipment & supplies whsle ...	3	D	D	D	c	D	D	D
4218503	Laundry & dry-cleaning equipment & supplies whsle ...	2	D	D	D	b	D	D	D
4219	Miscellaneous durable goods whsle ...	17	D	D	D	b	D	D	D

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<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>									
<b>Manchester, NH PMSA—Con.</b>									
<b>Merchant wholesalers—Con.</b>									
422	Wholesale trade, nondurable goods . . . .	93	D	D	D	g	D	D	D
4221	Paper & paper product whsle . . . . .	16	D	D	D	c	D	D	D
42212	Stationery & office supplies whsle . . . .	10	D	D	D	b	D	D	D
422120	Stationery & office supplies whsle . . . .	10	D	D	D	b	D	D	D
4224	Grocery & related products whsle . . . .	22	263 667	18 675	4 048	565	34 534	12 645	12 102
42244	Poultry & poultry product whsle . . . . .	3	D	D	D	c	D	D	D
422440	Poultry & poultry product whsle . . . . .	3	D	D	D	c	D	D	D
4224402	Poultry & poultry product (except live) whsle . . . . .	2	D	D	D	c	D	D	D
42249	Other grocery & related products whsle . . . . .	11	D	D	D	e	D	D	D
422490	Other grocery & related products whsle . . . . .	11	D	D	D	e	D	D	D
4224906	Other grocery specialties whsle . . . . .	4	D	D	D	e	D	D	D
4226	Chemical & allied products whsle . . . . .	15	22 602	3 881	898	109	7 126	1 629	1 941
42269	Other chemical & allied products whsle . . . . .	9	D	D	D	b	D	D	D
422690	Other chemical & allied products whsle . . . . .	9	D	D	D	b	D	D	D
4227	Petroleum & petroleum products whsle . . . . .	4	D	D	D	c	D	D	D
42271	Petroleum bulk stations & terminals . . . . .	3	D	D	D	c	D	D	D
422710	Petroleum bulk stations & terminals . . . . .	3	D	D	D	c	D	D	D
4227101	Petroleum bulk stations & terminals (except LP) . . . . .	2	D	D	D	c	D	D	D
4228	Beer, wine, & distilled alcoholic beverage whsle . . . . .	4	D	D	D	c	D	D	D
42281	Beer & ale whsle . . . . .	2	D	D	D	c	D	D	D
422810	Beer & ale whsle . . . . .	2	D	D	D	c	D	D	D
4229	Miscellaneous nondurable goods whsle . . . . .	19	D	D	D	e	D	D	D
<b>Manufacturers' sales branches and sales offices . . . . .</b>									
		<b>48</b>	<b>885 387</b>	<b>51 936</b>	<b>15 312</b>	<b>1 026</b>	<b>101 933</b>	<b>25 691</b>	<b>25 572</b>
421	Wholesale trade, durable goods . . . . .	32	D	D	D	f	D	D	D
4213	Lumber & other construction materials whsle . . . . .	3	D	D	D	b	D	D	D
4214	Professional & commercial equipment & supplies whsle . . . . .	6	D	D	D	c	D	D	D
4216	Electrical goods whsle . . . . .	16	165 914	14 452	5 323	249	29 721	3 325	3 356
42161	Electrical apparatus & equip, wiring supp, & const material whsle . . . . .	7	D	D	D	c	D	D	D
421610	Electrical apparatus & equip, wiring supp, & const material whsle . . . . .	7	D	D	D	c	D	D	D
4218	Machinery, equipment, & supplies whsle . . . . .	7	D	D	D	b	D	D	D
42183	Industrial machinery & equipment whsle . . . . .	6	D	D	D	b	D	D	D
421830	Industrial machinery & equipment whsle . . . . .	6	D	D	D	b	D	D	D
4218307	Other industrial machinery & equipment whsle . . . . .	3	D	D	D	b	D	D	D
422	Wholesale trade, nondurable goods . . . .	16	D	D	D	f	D	D	D
4224	Grocery & related products whsle . . . .	6	D	D	D	e	D	D	D
42249	Other grocery & related products whsle . . . . .	5	D	D	D	c	D	D	D
422490	Other grocery & related products whsle . . . . .	5	D	D	D	c	D	D	D
4224906	Other grocery specialties whsle . . . . .	1	D	D	D	a	D	D	D
<b>Agents, brokers, and commission merchants . . . . .</b>									
		<b>37</b>	<b>211 214</b>	<b>7 486</b>	<b>1 660</b>	<b>166</b>	<b>12 690</b>	<b>538</b>	<b>908</b>
421	Wholesale trade, durable goods . . . . .	28	D	D	D	c	D	D	D
4216	Electrical goods whsle . . . . .	9	41 013	1 542	327	32	2 812	—	—
42161	Electrical apparatus & equip, wiring supp, & const material whsle . . . . .	5	D	D	D	b	D	D	D
421610	Electrical apparatus & equip, wiring supp, & const material whsle . . . . .	5	D	D	D	b	D	D	D
4217	Hardware, & plumbing & heating equipment & supplies whsle . . . . .	3	D	D	D	b	D	D	D
42172	Plumbing & heating equipment & supplies (hydronics) whsle . . . . .	2	D	D	D	b	D	D	D
421720	Plumbing & heating equipment & supplies (hydronics) whsle . . . . .	2	D	D	D	b	D	D	D
4218	Machinery, equipment, & supplies whsle . . . . .	7	D	D	D	b	D	D	D
4219	Miscellaneous durable goods whsle . . . .	2	D	D	D	a	D	D	D

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NAICS code	Geographic area, type of operation, and kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1996 inventories <sup>f</sup> (\$1,000)	End-of-1997 inventories <sup>f</sup> (\$1,000)
<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>									
<b>Manchester, NH PMSA—Con.</b>									
<b>Agents, brokers, and commission merchants—Con.</b>									
422	Wholesale trade, nondurable goods . . . .	9	D	D	D	b	D	D	D
4224	Grocery & related products whsle . . . .	2	D	D	D	a	D	D	D
4228	Beer, wine, & distilled alcoholic beverage whsle . . . . .	1	D	D	D	b	D	D	D
42282	Wine & distilled alcoholic beverage whsle . . . . .	1	D	D	D	b	D	D	D
422820	Wine & distilled alcoholic beverage whsle . . . . .	1	D	D	D	b	D	D	D
4228201	Wine & distilled alcoholic bev (licensed operation) whsle . . . .	1	D	D	D	b	D	D	D
<b>Nashua, NH PMSA</b>									
<b>42</b>	<b>Wholesale trade . . . . .</b>	<b>361</b>	<b>2 529 791</b>	<b>196 600</b>	<b>46 747</b>	<b>4 233</b>	<b>354 372</b>	<b>155 528</b>	<b>168 869</b>
421	Wholesale trade, durable goods . . . . .	272	1 984 547	144 307	34 889	3 056	250 672	96 255	98 792
4211	Motor vehicle & motor vehicle parts & supplies whsle . . . . .	18	60 123	5 645	1 334	167	11 181	7 748	7 583
42111	Automobile & other motor vehicle whsle . . . . .	7	D	D	D	c	D	D	D
421110	Automobile & other motor vehicle whsle . . . . .	7	D	D	D	c	D	D	D
4211104	Medium truck & tractor (14,001 lb to 26,000 lb) whsle . . . . .	1	D	D	D	b	D	D	D
4212	Furniture & home furnishings whsle . . .	14	20 633	1 601	297	55	3 306	704	791
42121	Furniture whsle . . . . .	5	D	D	D	b	D	D	D
421210	Furniture whsle . . . . .	5	D	D	D	b	D	D	D
4213	Lumber & other construction materials whsle . . . . .	12	D	D	D	c	D	D	D
42131	Lumber, plywood, millwork, & wood panel whsle . . . . .	9	D	D	D	c	D	D	D
421310	Lumber, plywood, millwork, & wood panel whsle . . . . .	9	D	D	D	c	D	D	D
4213101	Lumber without yard whsle . . . .	3	D	D	D	b	D	D	D
4213103	Plywood, veneer, millwork, & wood panel whsle . . . . .	5	D	D	D	b	D	D	D
4214	Professional & commercial equipment & supplies whsle . . . . .	68	589 869	68 658	16 353	1 300	109 337	17 421	24 455
42142	Office equipment whsle . . . . .	5	D	D	D	c	D	D	D
421420	Office equipment whsle . . . . .	5	D	D	D	c	D	D	D
42143	Computer & computer peripheral equipment & software whsle . . . . .	51	513 247	55 117	13 255	949	85 692	6 669	7 701
421430	Computer & computer peripheral equipment & software whsle . . . .	51	513 247	55 117	13 255	949	85 692	6 669	7 701
4214301	Computer & peripheral equipment whsle . . . . .	36	501 773	51 295	12 479	875	79 379	6 143	6 962
42143011	Computers & peripheral equipment for resale . . . . .	12	D	D	D	c	D	D	D
42143012	Computers & peripheral equipment for end use . . . . .	24	D	D	D	f	D	D	D
4214302	Computer software (packaged) whsle . . . . .	15	11 474	3 822	776	74	6 313	526	739
42149	Other professional equipment & supplies whsle . . . . .	4	D	D	D	c	D	D	D
421490	Other professional equipment & supplies whsle . . . . .	4	D	D	D	c	D	D	D
4214901	Religious & school supplies whsle . . . . .	1	D	D	D	c	D	D	D
4215	Metal & mineral (except petroleum) whsle . . . . .	10	D	D	D	c	D	D	D
42151	Metal service centers & offices . . . .	10	D	D	D	c	D	D	D
421510	Metal service centers & offices . . .	10	D	D	D	c	D	D	D
4215101	Ferrous metal service centers & sales offices . . . . .	9	D	D	D	c	D	D	D
42151011	Ferrous metal service centers . . . . .	4	D	D	D	b	D	D	D
4216	Electrical goods whsle . . . . .	58	465 385	24 822	5 697	597	46 453	13 089	13 365
42161	Electrical apparatus & equip, wiring supp, & const material whsle . . . . .	15	D	D	D	b	D	D	D
421610	Electrical apparatus & equip, wiring supp, & const material whsle . . . . .	15	D	D	D	b	D	D	D
42169	Other electronic parts & equipment whsle . . . . .	41	D	D	D	f	D	D	D
421690	Other electronic parts & equipment whsle . . . . .	41	D	D	D	f	D	D	D
4216902	Electronic parts (excluding communications equipment) whsle . . . . .	35	D	D	D	e	D	D	D



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	<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>								
	<b>Nashua, NH PMSA—Con.</b>								
<b>42</b>	<b>Wholesale trade—Con.</b>								
421	Wholesale trade, durable goods—Con.								
4217	Hardware, & plumbing & heating equipment & supplies whsle . . . . .	13	D	D	D	c	D	D	D
42171	Hardware whsle . . . . .	8	D	D	D	b	D	D	D
421710	Hardware whsle . . . . .	8	D	D	D	b	D	D	D
42173	Warm air heating & air-conditioning equipment & supplies whsle . . . . .	3	D	D	D	b	D	D	D
421730	Warm air heating & air-conditioning equipment & supplies whsle . . . . .	3	D	D	D	b	D	D	D
4218	Machinery, equipment, & supplies whsle . . . . .	57	216 292	19 980	4 716	419	37 462	21 384	20 933
42183	Industrial machinery & equipment whsle . . . . .	38	139 989	15 760	3 746	349	28 926	16 174	15 506
421830	Industrial machinery & equipment whsle . . . . .	38	139 989	15 760	3 746	349	28 926	16 174	15 506
4218302	Hydraulic & pneumatic (fluid-power) machinery & equipment whsle . . . . .	7	16 150	2 580	625	68	4 728	1 540	1 595
4218303	General-purpose industrial machinery & equipment whsle . . . . .	10	50 770	5 737	1 552	124	9 689	8 560	6 051
4218304	Metalworking machinery & equipment whsle . . . . .	2	D	D	D	b	D	D	D
4218305	Materials handling equipment whsle . . . . .	5	D	D	D	b	D	D	D
4218307	Other industrial machinery & equipment whsle . . . . .	12	D	D	D	b	D	D	D
42185	Service establishment equipment & supplies whsle . . . . .	5	D	D	D	a	D	D	D
421850	Service establishment equipment & supplies whsle . . . . .	5	D	D	D	a	D	D	D
4218503	Laundry & dry-cleaning equipment & supplies whsle . . . . .	1	D	D	D	a	D	D	D
42186	Transportation equipment & supplies (exc motor vehicle) whsle . . . . .	2	D	D	D	a	D	D	D
421860	Transportation equipment & supplies (exc motor vehicle) whsle . . . . .	2	D	D	D	a	D	D	D
4219	Miscellaneous durable goods whsle . . . . .	22	D	D	D	c	D	D	D
42191	Sporting & recreational goods & supplies whsle . . . . .	5	D	D	D	b	D	D	D
421910	Sporting & recreational goods & supplies whsle . . . . .	5	D	D	D	b	D	D	D
422	Wholesale trade, nondurable goods . . . . .	89	545 244	52 293	11 858	1 177	103 700	59 273	70 077
4221	Paper & paper product whsle . . . . .	16	101 184	9 176	2 168	263	19 706	13 013	15 123
42212	Stationery & office supplies whsle . . . . .	6	D	D	D	c	D	D	D
422120	Stationery & office supplies whsle . . . . .	6	D	D	D	c	D	D	D
4223	Apparel, piece goods, & notions whsle . . . . .	8	D	D	D	e	D	D	D
42234	Footwear whsle . . . . .	3	D	D	D	c	D	D	D
422340	Footwear whsle . . . . .	3	D	D	D	c	D	D	D
4224	Grocery & related products whsle . . . . .	20	D	D	D	e	D	D	D
42249	Other grocery & related products whsle . . . . .	12	D	D	D	c	D	D	D
422490	Other grocery & related products whsle . . . . .	12	D	D	D	c	D	D	D
4224902	Bread & baked goods whsle . . . . .	3	D	D	D	b	D	D	D
4224903	Soft drinks whsle . . . . .	1	D	D	D	b	D	D	D
4226	Chemical & allied products whsle . . . . .	21	85 984	10 021	2 433	162	21 122	10 322	11 594
42261	Plastics materials & basic forms & shapes whsle . . . . .	9	37 401	5 053	1 198	68	9 860	4 233	5 165
422610	Plastics materials & basic forms & shapes whsle . . . . .	9	37 401	5 053	1 198	68	9 860	4 233	5 165
42269	Other chemical & allied products whsle . . . . .	12	48 583	4 968	1 235	94	11 262	6 089	6 429
422690	Other chemical & allied products whsle . . . . .	12	48 583	4 968	1 235	94	11 262	6 089	6 429
4226902	Other chemical & allied products whsle . . . . .	10	D	D	D	b	D	D	D
4227	Petroleum & petroleum products whsle . . . . .	4	D	D	D	b	D	D	D
4228	Beer, wine, & distilled alcoholic beverage whsle . . . . .	2	D	D	D	b	D	D	D
42281	Beer & ale whsle . . . . .	2	D	D	D	b	D	D	D
422810	Beer & ale whsle . . . . .	2	D	D	D	b	D	D	D

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	<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>								
	<b>Nashua, NH PMSA—Con.</b>								
<b>42</b>	<b>Wholesale trade—Con.</b>								
422	Wholesale trade, nondurable goods—Con.								
4229	Miscellaneous nondurable goods whsle .....	14	D	D	D	b	D	D	D
42292	Book, periodical, & newspaper whsle .....	3	D	D	D	a	D	D	D
422920	Book, periodical, & newspaper whsle .....	3	D	D	D	a	D	D	D
42294	Tobacco & tobacco product whsle...	1	D	D	D	b	D	D	D
422940	Tobacco & tobacco product whsle.	1	D	D	D	b	D	D	D
422990	Other miscellaneous nondurable goods whsle .....	9	D	D	D	b	D	D	D
4229904	Other nondurable goods whsle .	4	D	D	D	a	D	D	D
	<b>Merchant wholesalers .....</b>	<b>276</b>	<b>1 401 904</b>	<b>125 999</b>	<b>29 598</b>	<b>3 007</b>	<b>229 375</b>	<b>116 371</b>	<b>125 043</b>
421	Wholesale trade, durable goods .....	211	1 096 953	93 440	22 487	2 226	164 768	82 185	84 597
4211	Motor vehicle & motor vehicle parts & supplies whsle .....	16	D	D	D	c	D	D	D
42111	Automobile & other motor vehicle whsle .....	5	D	D	D	b	D	D	D
421110	Automobile & other motor vehicle whsle .....	5	D	D	D	b	D	D	D
4212	Furniture & home furnishings whsle ...	11	D	D	D	b	D	D	D
4213	Lumber & other construction materials whsle .....	8	D	D	D	c	D	D	D
42131	Lumber, plywood, millwork, & wood panel whsle .....	6	D	D	D	c	D	D	D
421310	Lumber, plywood, millwork, & wood panel whsle .....	6	D	D	D	c	D	D	D
4213101	Lumber without yard whsle .....	3	D	D	D	b	D	D	D
4213103	Plywood, veneer, millwork, & wood panel whsle .....	2	D	D	D	b	D	D	D
4214	Professional & commercial equipment & supplies whsle .....	56	D	D	D	f	D	D	D
42142	Office equipment whsle .....	5	D	D	D	c	D	D	D
421420	Office equipment whsle .....	5	D	D	D	c	D	D	D
42143	Computer & computer peripheral equipment & software whsle .....	41	D	D	D	e	D	D	D
421430	Computer & computer peripheral equipment & software whsle .....	41	D	D	D	e	D	D	D
4214301	Computer & peripheral equipment whsle .....	26	D	D	D	e	D	D	D
42143012	Computers & peripheral equipment for end use .....	16	D	D	D	e	D	D	D
4214302	Computer software (packaged) whsle .....	15	11 474	3 822	776	74	6 313	526	739
42149	Other professional equipment & supplies whsle .....	3	D	D	D	c	D	D	D
421490	Other professional equipment & supplies whsle .....	3	D	D	D	c	D	D	D
4214901	Religious & school supplies whsle .....	1	D	D	D	c	D	D	D
4216	Electrical goods whsle .....	38	D	D	D	e	D	D	D
42161	Electrical apparatus & equip, wiring supp, & const material whsle .....	10	D	D	D	b	D	D	D
421610	Electrical apparatus & equip, wiring supp, & const material whsle .....	10	D	D	D	b	D	D	D
42169	Other electronic parts & equipment whsle .....	26	D	D	D	e	D	D	D
421690	Other electronic parts & equipment whsle .....	26	D	D	D	e	D	D	D
4216902	Electronic parts (excluding communications equipment) whsle .....	20	D	D	D	e	D	D	D
4217	Hardware, & plumbing & heating equipment & supplies whsle .....	13	D	D	D	c	D	D	D
42171	Hardware whsle .....	8	D	D	D	b	D	D	D
421710	Hardware whsle .....	8	D	D	D	b	D	D	D
42173	Warm air heating & air-conditioning equipment & supplies whsle .....	3	D	D	D	b	D	D	D
421730	Warm air heating & air-conditioning equipment & supplies whsle .....	3	D	D	D	b	D	D	D

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	<b>BOSTON—WORCESTER—LAWRENCE, MA—NH—ME—CT CMSA—Con.</b>								
	<b>Nashua, NH PMSA—Con.</b>								
	<b>Merchant wholesalers—Con.</b>								
421	Wholesale trade, durable goods—Con.								
4218	Machinery, equipment, & supplies								
42183	whsle .....	42	135 541	16 507	3 836	361	30 610	16 548	16 834
421830	Industrial machinery & equipment								
4218302	whsle .....	26	99 735	13 166	3 135	303	23 523	12 482	12 586
4218303	Hydraulic & pneumatic (fluid-power) machinery & equipment								
42183030	whsle .....	26	99 735	13 166	3 135	303	23 523	12 482	12 586
4218304	General-purpose industrial machinery & equipment whsle .								
42183040	whsle .....	6	D	D	D	b	D	D	D
42183041	Metalworking machinery & equipment whsle.....								
421830410	whsle .....	9	D	D	D	c	D	D	D
42183042	whsle .....	2	D	D	D	b	D	D	D
42186	Transportation equipment & supplies (exc motor vehicle) whsle .....								
421860	whsle .....	2	D	D	D	a	D	D	D
4219	Miscellaneous durable goods whsle ...								
42191	Sporting & recreational goods & supplies whsle.....								
421910	whsle .....	20	D	D	D	c	D	D	D
4219101	Sporting & recreational goods & supplies whsle.....								
42191010	whsle .....	5	D	D	D	b	D	D	D
4219102	whsle .....	5	D	D	D	b	D	D	D
422	Wholesale trade, nondurable goods .....	65	304 951	32 559	7 111	781	64 607	34 186	40 446
4221	Paper & paper product whsle .....								
42212	Stationery & office supplies whsle ...								
422120	whsle .....	11	D	D	D	c	D	D	D
4221201	Stationery & office supplies whsle .								
42212010	whsle .....	4	D	D	D	c	D	D	D
4221202	whsle .....	4	D	D	D	c	D	D	D
4224	Grocery & related products whsle .....								
42249	Other grocery & related products								
422490	whsle .....	12	D	D	D	c	D	D	D
4224901	Other grocery & related products								
42249010	whsle .....	8	D	D	D	c	D	D	D
42249011	Soft drinks whsle .....								
422490110	whsle .....	1	D	D	D	b	D	D	D
4226	Chemical & allied products whsle .....								
42261	Plastics materials & basic forms & shapes whsle .....								
422610	whsle .....	17	62 221	8 451	2 012	129	17 511	9 501	10 825
4226101	Plastics materials & basic forms & shapes whsle .....								
42261010	whsle .....	7	D	D	D	b	D	D	D
4226102	whsle .....	7	D	D	D	b	D	D	D
42269	Other chemical & allied products								
422690	whsle .....	10	D	D	D	b	D	D	D
4226901	Other chemical & allied products								
42269010	whsle .....	10	D	D	D	b	D	D	D
4226902	whsle .....	8	D	D	D	b	D	D	D
4227	Petroleum & petroleum products								
42270	whsle .....	3	D	D	D	b	D	D	D
4229	Miscellaneous nondurable goods								
42290	whsle .....	10	D	D	D	b	D	D	D
	<b>Manufacturers' sales branches and sales offices ..</b>	<b>34</b>	<b>798 443</b>	<b>61 324</b>	<b>15 280</b>	<b>1 088</b>	<b>109 001</b>	<b>38 723</b>	<b>43 532</b>
421	Wholesale trade, durable goods .....	21	592 097	42 632	10 759	714	71 747	13 636	13 901
4213	Lumber & other construction materials								
42130	whsle .....	3	D	D	D	b	D	D	D
4214	Professional & commercial equipment & supplies whsle.....								
42143	Computer & computer peripheral equipment & software whsle.....								
421430	whsle .....	7	D	D	D	f	D	D	D
4214301	Computer & computer peripheral equipment & software whsle.....								
42143010	whsle .....	7	D	D	D	f	D	D	D
42143011	Computer & peripheral equipment whsle.....								
421430110	whsle .....	7	D	D	D	f	D	D	D
42143012	Computers & peripheral equipment for end use .....								
421430120	whsle .....	6	D	D	D	f	D	D	D
4216	Electrical goods whsle .....								
42169	Other electronic parts & equipment								
421690	whsle .....	4	D	D	D	b	D	D	D
4216901	Other electronic parts & equipment								
42169010	whsle .....	3	D	D	D	b	D	D	D
4216902	Electronic parts (excluding communications equipment)								
42169020	whsle .....	3	D	D	D	b	D	D	D

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	<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>								
	<b>Nashua, NH PMSA—Con.</b>								
	<b>Manufacturers' sales branches and sales offices—Con.</b>								
421	Wholesale trade, durable goods—Con.								
4218	Machinery, equipment, & supplies whsle .....	6	54 531	2 233	633	36	4 820	4 500	3 853
42183	Industrial machinery & equipment whsle .....	4	D	D	D	b	D	D	D
421830	Industrial machinery & equipment whsle .....	4	D	D	D	b	D	D	D
42185	Service establishment equipment & supplies whsle .....	1	D	D	D	a	D	D	D
421850	Service establishment equipment & supplies whsle .....	1	D	D	D	a	D	D	D
4218503	Laundry & dry-cleaning equipment & supplies whsle ...	1	D	D	D	a	D	D	D
422	Wholesale trade, nondurable goods .....	13	206 346	18 692	4 521	374	37 254	25 087	29 631
4223	Apparel, piece goods, & notions whsle .	1	D	D	D	c	D	D	D
4224	Grocery & related products whsle .....	5	53 561	2 925	743	92	4 524	—	—
42249	Other grocery & related products whsle .....	4	D	D	D	b	D	D	D
422490	Other grocery & related products whsle .....	4	D	D	D	b	D	D	D
4229	Miscellaneous nondurable goods whsle .....	1	D	D	D	a	D	D	D
	<b>Agents, brokers, and commission merchants .....</b>	<b>51</b>	<b>329 444</b>	<b>9 277</b>	<b>1 869</b>	<b>138</b>	<b>15 996</b>	<b>434</b>	<b>294</b>
421	Wholesale trade, durable goods .....	40	295 497	8 235	1 643	116	14 157	434	294
4214	Professional & commercial equipment & supplies whsle .....	5	D	D	D	a	D	D	D
4216	Electrical goods whsle .....	16	229 835	5 428	1 070	70	8 858	98	48
42169	Other electronic parts & equipment whsle .....	12	222 277	5 173	1 007	63	8 422	98	48
421690	Other electronic parts & equipment whsle .....	12	222 277	5 173	1 007	63	8 422	98	48
4216902	Electronic parts (excluding communications equipment) whsle .....	12	222 277	5 173	1 007	63	8 422	98	48
4218	Machinery, equipment, & supplies whsle .....	9	26 220	1 240	247	22	2 032	336	246
42183	Industrial machinery & equipment whsle .....	8	D	D	D	a	D	D	D
421830	Industrial machinery & equipment whsle .....	8	D	D	D	a	D	D	D
422	Wholesale trade, nondurable goods .....	11	33 947	1 042	226	22	1 839	—	—
4229	Miscellaneous nondurable goods whsle .....	3	D	D	D	a	D	D	D
42299	Other miscellaneous nondurable goods whsle .....	2	D	D	D	a	D	D	D
422990	Other miscellaneous nondurable goods whsle .....	2	D	D	D	a	D	D	D
	<b>New Bedford, MA PMSA</b>								
<b>42</b>	<b>Wholesale trade .....</b>	<b>235</b>	<b>1 739 521</b>	<b>108 748</b>	<b>28 417</b>	<b>3 073</b>	<b>246 507</b>	<b>142 907</b>	<b>149 838</b>
421	Wholesale trade, durable goods .....	108	843 219	54 183	16 162	1 290	112 978	73 890	78 195
4211	Motor vehicle & motor vehicle parts & supplies whsle .....	20	D	D	D	c	D	D	D
42114	Motor vehicle parts, (used) whsle ...	6	4 082	1 062	223	39	1 684	709	664
421140	Motor vehicle parts, (used) whsle .	6	4 082	1 062	223	39	1 684	709	664
4212	Furniture & home furnishings whsle ...	7	21 822	2 454	586	145	5 587	3 864	4 049
42122	Home furnishings whsle .....	4	D	D	D	b	D	D	D
421220	Home furnishings whsle .....	4	D	D	D	b	D	D	D
4216	Electrical goods whsle .....	12	D	D	D	c	D	D	D
42169	Other electronic parts & equipment whsle .....	7	D	D	D	b	D	D	D
421690	Other electronic parts & equipment whsle .....	7	D	D	D	b	D	D	D
4216902	Electronic parts (excluding communications equipment) whsle .....	3	D	D	D	b	D	D	D
4217	Hardware, & plumbing & heating equipment & supplies whsle .....	8	24 974	5 354	1 262	226	8 760	5 934	9 906
42171	Hardware whsle .....	4	20 125	4 536	1 038	196	7 173	5 368	9 342
421710	Hardware whsle .....	4	20 125	4 536	1 038	196	7 173	5 368	9 342

**Table 3. Summary Statistics for Metropolitan Areas: 1997—Con.**

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NAICS code	Geographic area, type of operation, and kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1996 inventories <sup>f</sup> (\$1,000)	End-of-1997 inventories <sup>f</sup> (\$1,000)
	<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>								
	<b>New Bedford, MA PMSA—Con.</b>								
<b>42</b>	<b>Wholesale trade—Con.</b>								
421	Wholesale trade, durable goods—Con.								
4218	Machinery, equipment, & supplies whsle .....	24	D	D	D	c	D	D	D
42184	Industrial supplies whsle .....	10	D	D	D	c	D	D	D
421840	Industrial supplies whsle .....	10	D	D	D	c	D	D	D
4218401	General-line industrial supplies whsle .....	1	D	D	D	b	D	D	D
4218402	Mechanical power transmission supplies whsle .....	3	D	D	D	b	D	D	D
4219	Miscellaneous durable goods whsle ...	20	D	D	D	e	D	D	D
42191	Sporting & recreational goods & supplies whsle .....	7	D	D	D	e	D	D	D
421910	Sporting & recreational goods & supplies whsle .....	7	D	D	D	e	D	D	D
42199	Other miscellaneous durable goods whsle .....	4	D	D	D	a	D	D	D
421990	Other miscellaneous durable goods whsle .....	4	D	D	D	a	D	D	D
422	Wholesale trade, nondurable goods .....	127	896 302	54 565	12 255	1 783	133 529	69 017	71 643
4221	Paper & paper product whsle .....	12	68 327	6 704	1 202	124	12 497	6 419	6 914
42213	Industrial & personal service paper whsle .....	8	63 088	5 986	1 063	102	11 165	6 192	6 665
422130	Industrial & personal service paper whsle .....	8	63 088	5 986	1 063	102	11 165	6 192	6 665
4223	Apparel, piece goods, & notions whsle .....	14	D	D	D	e	D	D	D
42232	Men's & boys' clothing & furnishings whsle .....	6	D	D	D	e	D	D	D
422320	Men's & boys' clothing & furnishings whsle .....	6	D	D	D	e	D	D	D
4224	Grocery & related products whsle .....	71	D	D	D	f	D	D	D
42242	Packaged frozen food whsle .....	9	102 837	2 784	661	106	8 228	11 044	10 542
422420	Packaged frozen food whsle .....	9	102 837	2 784	661	106	8 228	11 044	10 542
42246	Fish & seafood whsle .....	44	321 617	15 909	3 542	573	38 186	12 020	12 159
422460	Fish & seafood whsle .....	44	321 617	15 909	3 542	573	38 186	12 020	12 159
42249	Other grocery & related products whsle .....	9	D	D	D	b	D	D	D
422490	Other grocery & related products whsle .....	9	D	D	D	b	D	D	D
4224902	Bread & baked goods whsle .....	3	D	D	D	b	D	D	D
4226	Chemical & allied products whsle .....	5	D	D	D	a	D	D	D
42269	Other chemical & allied products whsle .....	5	D	D	D	a	D	D	D
422690	Other chemical & allied products whsle .....	5	D	D	D	a	D	D	D
4227	Petroleum & petroleum products whsle .....	4	D	D	D	b	D	D	D
4228	Beer, wine, & distilled alcoholic beverage whsle .....	4	D	D	D	c	D	D	D
42281	Beer & ale whsle .....	2	D	D	D	c	D	D	D
422810	Beer & ale whsle .....	2	D	D	D	c	D	D	D
4229	Miscellaneous nondurable goods whsle .....	12	D	D	D	c	D	D	D
42294	Tobacco & tobacco product whsle ...	2	D	D	D	b	D	D	D
422940	Tobacco & tobacco product whsle .....	2	D	D	D	b	D	D	D
	<b>Merchant wholesalers .....</b>	<b>212</b>	<b>1 000 509</b>	<b>75 713</b>	<b>16 862</b>	<b>2 660</b>	<b>180 155</b>	<b>97 272</b>	<b>105 401</b>
421	Wholesale trade, durable goods .....	95	D	D	D	g	D	D	D
4211	Motor vehicle & motor vehicle parts & supplies whsle .....	19	D	D	D	c	D	D	D
42114	Motor vehicle parts, (used) whsle ...	6	4 082	1 062	223	39	1 684	709	664
421140	Motor vehicle parts, (used) whsle .....	6	4 082	1 062	223	39	1 684	709	664
4212	Furniture & home furnishings whsle ...	7	21 822	2 454	586	145	5 587	3 864	4 049
42122	Home furnishings whsle .....	4	D	D	D	b	D	D	D
421220	Home furnishings whsle .....	4	D	D	D	b	D	D	D
4216	Electrical goods whsle .....	7	D	D	D	c	D	D	D
42169	Other electronic parts & equipment whsle .....	3	D	D	D	b	D	D	D
421690	Other electronic parts & equipment whsle .....	3	D	D	D	b	D	D	D
4216902	Electronic parts (excluding communications equipment) whsle .....	1	D	D	D	b	D	D	D
4217	Hardware, & plumbing & heating equipment & supplies whsle .....	8	24 974	5 354	1 262	226	8 760	5 934	9 906
42171	Hardware whsle .....	4	20 125	4 536	1 038	196	7 173	5 368	9 342
421710	Hardware whsle .....	4	20 125	4 536	1 038	196	7 173	5 368	9 342
4218	Machinery, equipment, & supplies whsle .....	21	D	D	D	c	D	D	D
42184	Industrial supplies whsle .....	8	D	D	D	c	D	D	D
421840	Industrial supplies whsle .....	8	D	D	D	c	D	D	D
4218401	General-line industrial supplies whsle .....	1	D	D	D	b	D	D	D

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NAICS code	Geographic area, type of operation, and kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1996 inventories <sup>f</sup> (\$1,000)	End-of-1997 inventories <sup>f</sup> (\$1,000)
<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>									
<b>New Bedford, MA PMSA—Con.</b>									
<b>Merchant wholesalers—Con.</b>									
421	Wholesale trade, durable goods—Con.								
4219	Miscellaneous durable goods whsle ...	16	D	D	D	c	D	D	D
42191	Sporting & recreational goods & supplies whsle.....	5	D	D	D	b	D	D	D
421910	Sporting & recreational goods & supplies whsle.....	5	D	D	D	b	D	D	D
422	Wholesale trade, nondurable goods .....	117	D	D	D	g	D	D	D
4221	Paper & paper product whsle .....	12	68 327	6 704	1 202	124	12 497	6 419	6 914
42213	Industrial & personal service paper whsle .....	8	63 088	5 986	1 063	102	11 165	6 192	6 665
422130	Industrial & personal service paper whsle .....	8	63 088	5 986	1 063	102	11 165	6 192	6 665
4223	Apparel, piece goods, & notions whsle .....	11	D	D	D	c	D	D	D
42232	Men's & boys' clothing & furnishings whsle .....	5	D	D	D	c	D	D	D
422320	Men's & boys' clothing & furnishings whsle .....	5	D	D	D	c	D	D	D
4224	Grocery & related products whsle .....	69	D	D	D	f	D	D	D
42242	Packaged frozen food whsle .....	9	102 837	2 784	661	106	8 228	11 044	10 542
422420	Packaged frozen food whsle .....	9	102 837	2 784	661	106	8 228	11 044	10 542
42246	Fish & seafood whsle.....	44	321 617	15 909	3 542	573	38 186	12 020	12 159
422460	Fish & seafood whsle.....	44	321 617	15 909	3 542	573	38 186	12 020	12 159
42249	Other grocery & related products whsle .....	7	D	D	D	b	D	D	D
422490	Other grocery & related products whsle .....	7	D	D	D	b	D	D	D
4224902	Bread & baked goods whsle.....	3	D	D	D	b	D	D	D
4227	Petroleum & petroleum products whsle .....	4	D	D	D	b	D	D	D
4228	Beer, wine, & distilled alcoholic beverage whsle.....	4	D	D	D	c	D	D	D
42281	Beer & ale whsle .....	2	D	D	D	c	D	D	D
422810	Beer & ale whsle .....	2	D	D	D	c	D	D	D
4229	Miscellaneous nondurable goods whsle .....	9	D	D	D	c	D	D	D
<b>Manufacturers' sales branches and sales offices ..</b>									
421	Wholesale trade, durable goods .....	7	D	D	D	e	D	D	D
421	Wholesale trade, durable goods .....	4	D	D	D	c	D	D	D
4219	Miscellaneous durable goods whsle ...	1	D	D	D	c	D	D	D
42191	Sporting & recreational goods & supplies whsle.....	1	D	D	D	c	D	D	D
421910	Sporting & recreational goods & supplies whsle.....	1	D	D	D	c	D	D	D
422	Wholesale trade, nondurable goods .....	3	D	D	D	c	D	D	D
4223	Apparel, piece goods, & notions whsle .....	1	D	D	D	c	D	D	D
<b>Agents, brokers, and commission merchants .....</b>									
421	Wholesale trade, durable goods .....	16	D	D	D	b	D	D	D
421	Wholesale trade, durable goods .....	9	D	D	D	a	D	D	D
422	Wholesale trade, nondurable goods .....	7	D	D	D	b	D	D	D
<b>Portsmouth-Rochester, NH-ME PMSA</b>									
42	<b>Wholesale trade .....</b>	<b>399</b>	<b>3 070 121</b>	<b>189 315</b>	<b>44 649</b>	<b>5 009</b>	<b>394 334</b>	<b>323 793</b>	<b>280 515</b>
421	Wholesale trade, durable goods .....	255	961 850	93 978	21 762	2 732	188 219	74 598	74 896
4211	Motor vehicle & motor vehicle parts & supplies whsle.....	19	D	D	D	c	D	D	D
4212	Furniture & home furnishings whsle ...	15	D	D	D	b	D	D	D
42122	Home furnishings whsle .....	5	D	D	D	b	D	D	D
421220	Home furnishings whsle .....	5	D	D	D	b	D	D	D
4212204	Other home furnishings whsle ..	4	D	D	D	b	D	D	D
4213	Lumber & other construction materials whsle .....	17	80 199	7 538	1 567	209	14 208	6 297	6 351
42131	Lumber, plywood, millwork, & wood panel whsle .....	8	D	D	D	b	D	D	D
421310	Lumber, plywood, millwork, & wood panel whsle .....	8	D	D	D	b	D	D	D
4213102	Lumber with yard whsle.....	2	D	D	D	b	D	D	D
42139	Other construction materials whsle ..	3	D	D	D	b	D	D	D
421390	Other construction materials whsle .....	3	D	D	D	b	D	D	D

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	<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>								
	<b>Portsmouth-Rochester, NH-ME PMSA—Con.</b>								
42	Wholesale trade—Con.								
421	Wholesale trade, durable goods—Con.								
4214	Professional & commercial equipment & supplies whsle . . . . .	48	189 132	22 055	5 151	434	42 824	5 922	6 498
42143	Computer & computer peripheral equipment & software whsle . . . . .	22	D	D	D	e	D	D	D
421430	Computer & computer peripheral equipment & software whsle . . . . .	22	D	D	D	e	D	D	D
4214301	Computer & peripheral equipment whsle . . . . .	18	D	D	D	c	D	D	D
42143011	Computers & peripheral equipment for resale . . . . .	13	D	D	D	c	D	D	D
4214302	Computer software (packaged) whsle . . . . .	4	D	D	D	c	D	D	D
42144	Other commercial equipment whsle . . . . .	6	D	D	D	a	D	D	D
421440	Other commercial equipment whsle . . . . .	6	D	D	D	a	D	D	D
42145	Medical, dental, & hospital equipment & supplies whsle . . . . .	11	7 638	943	180	29	2 104	709	940
421450	Medical, dental, & hospital equipment & supplies whsle . . . . .	11	7 638	943	180	29	2 104	709	940
4215	Metal & mineral (except petroleum) whsle . . . . .	4	16 943	2 920	530	46	3 857	2 280	2 775
42151	Metal service centers & offices . . . . .	4	16 943	2 920	530	46	3 857	2 280	2 775
421510	Metal service centers & offices . . . . .	4	16 943	2 920	530	46	3 857	2 280	2 775
4215101	Ferrous metal service centers & sales offices . . . . .	4	16 943	2 920	530	46	3 857	2 280	2 775
4216	Electrical goods whsle . . . . .	40	306 377	20 217	5 156	615	40 946	7 063	8 226
42161	Electrical apparatus & equip, wiring supp, & const material whsle . . . . .	15	D	D	D	b	D	D	D
421610	Electrical apparatus & equip, wiring supp, & const material whsle . . . . .	15	D	D	D	b	D	D	D
42169	Other electronic parts & equipment whsle . . . . .	23	D	D	D	f	D	D	D
421690	Other electronic parts & equipment whsle . . . . .	23	D	D	D	f	D	D	D
4216901	Communications equipment & supplies whsle . . . . .	8	D	D	D	e	D	D	D
4216902	Electronic parts (excluding communications equipment) whsle . . . . .	15	D	D	D	c	D	D	D
4217	Hardware, & plumbing & heating equipment & supplies whsle . . . . .	16	D	D	D	e	D	D	D
42171	Hardware whsle . . . . .	10	D	D	D	e	D	D	D
421710	Hardware whsle . . . . .	10	D	D	D	e	D	D	D
4218	Machinery, equipment, & supplies whsle . . . . .	58	100 917	15 982	3 409	416	29 000	9 392	10 928
42183	Industrial machinery & equipment whsle . . . . .	31	58 128	10 131	2 031	224	17 610	4 995	5 601
421830	Industrial machinery & equipment whsle . . . . .	31	58 128	10 131	2 031	224	17 610	4 995	5 601
4218303	General-purpose industrial machinery & equipment whsle . . . . .	9	16 404	1 192	243	28	2 527	397	417
4218307	Other industrial machinery & equipment whsle . . . . .	11	25 984	5 341	1 049	115	8 293	3 160	3 217
42184	Industrial supplies whsle . . . . .	9	D	D	D	b	D	D	D
421840	Industrial supplies whsle . . . . .	9	D	D	D	b	D	D	D
42185	Service establishment equipment & supplies whsle . . . . .	4	13 748	2 250	562	79	4 240	579	1 381
421850	Service establishment equipment & supplies whsle . . . . .	4	13 748	2 250	562	79	4 240	579	1 381
4218503	Laundry & dry-cleaning equipment & supplies whsle . . . . .	1	D	D	D	b	D	D	D
4219	Miscellaneous durable goods whsle . . . . .	38	D	D	D	e	D	D	D
42191	Sporting & recreational goods & supplies whsle . . . . .	16	134 801	6 088	1 392	250	25 688	30 640	25 790
421910	Sporting & recreational goods & supplies whsle . . . . .	16	134 801	6 088	1 392	250	25 688	30 640	25 790
42199	Other miscellaneous durable goods whsle . . . . .	9	D	D	D	b	D	D	D
421990	Other miscellaneous durable goods whsle . . . . .	9	D	D	D	b	D	D	D

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	<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>								
	<b>Portsmouth-Rochester, NH-ME PMSA—Con.</b>								
<b>42</b>	<b>Wholesale trade—Con.</b>								
422	Wholesale trade, nondurable goods . . . .	144	2 108 271	95 337	22 887	2 277	206 115	249 195	205 619
4221	Paper & paper product whsle . . . . .	13	D	D	D	c	D	D	D
42212	Stationery & office supplies whsle . . .	10	D	D	D	b	D	D	D
422120	Stationery & office supplies whsle . . .	10	D	D	D	b	D	D	D
42213	Industrial & personal service paper whsle . . . . .	2	D	D	D	b	D	D	D
422130	Industrial & personal service paper whsle . . . . .	2	D	D	D	b	D	D	D
4222	Drugs, & druggists' sundries whsle . . . .	5	D	D	D	c	D	D	D
42221	Drugs, & druggists' sundries whsle . . .	5	D	D	D	c	D	D	D
422210	Drugs, & druggists' sundries whsle . . . . .	5	D	D	D	c	D	D	D
4222102	Specialty-line drug, pharmaceutical, cosmetic, & toiletries whsle . . . . .	2	D	D	D	c	D	D	D
4223	Apparel, piece goods, & notions whsle . . .	17	D	D	D	f	D	D	D
42234	Footwear whsle . . . . .	8	D	D	D	f	D	D	D
422340	Footwear whsle . . . . .	8	D	D	D	f	D	D	D
4224	Grocery & related products whsle . . . . .	53	385 606	17 324	2 867	516	36 169	19 568	26 024
42242	Packaged frozen food whsle . . . . .	7	163 887	2 343	343	32	5 124	10 563	11 855
422420	Packaged frozen food whsle . . . . .	7	163 887	2 343	343	32	5 124	10 563	11 855
42244	Poultry & poultry product whsle . . . . .	3	D	D	D	b	D	D	D
422440	Poultry & poultry product whsle . . . . .	3	D	D	D	b	D	D	D
4224402	Poultry & poultry product (except live) whsle . . . . .	2	D	D	D	b	D	D	D
42245	Confectionery whsle . . . . .	3	D	D	D	c	D	D	D
422450	Confectionery whsle . . . . .	3	D	D	D	c	D	D	D
42246	Fish & seafood whsle . . . . .	14	52 655	1 961	406	67	4 947	661	901
422460	Fish & seafood whsle . . . . .	14	52 655	1 961	406	67	4 947	661	901
42249	Other grocery & related products whsle . . . . .	17	37 259	4 429	961	158	10 692	1 504	1 692
422490	Other grocery & related products whsle . . . . .	17	37 259	4 429	961	158	10 692	1 504	1 692
4224902	Bread & baked goods whsle . . . . .	6	D	D	D	b	D	D	D
4224903	Soft drinks whsle . . . . .	2	D	D	D	b	D	D	D
4226	Chemical & allied products whsle . . . . .	20	D	D	D	c	D	D	D
42261	Plastics materials & basic forms & shapes whsle . . . . .	6	D	D	D	a	D	D	D
422610	Plastics materials & basic forms & shapes whsle . . . . .	6	D	D	D	a	D	D	D
42269	Other chemical & allied products whsle . . . . .	14	D	D	D	b	D	D	D
422690	Other chemical & allied products whsle . . . . .	14	D	D	D	b	D	D	D
4226902	Other chemical & allied products whsle . . . . .	11	D	D	D	b	D	D	D
4227	Petroleum & petroleum products whsle . . . . .	9	D	D	D	c	D	D	D
42271	Petroleum bulk stations & terminals . . . . .	5	D	D	D	b	D	D	D
422710	Petroleum bulk stations & terminals . . . . .	5	D	D	D	b	D	D	D
4227101	Petroleum bulk stations & terminals (except LP) . . . . .	5	D	D	D	b	D	D	D
42272	Petroleum & petroleum prod whsle (exc bulk stations & terminals) . . . . .	4	D	D	D	c	D	D	D
422720	Petroleum & petroleum prod whsle (exc bulk stations & terminals) . . . . .	4	D	D	D	c	D	D	D
4228	Beer, wine, & distilled alcoholic beverage whsle . . . . .	3	D	D	D	b	D	D	D
42281	Beer & ale whsle . . . . .	1	D	D	D	b	D	D	D
422810	Beer & ale whsle . . . . .	1	D	D	D	b	D	D	D
4229	Miscellaneous nondurable goods whsle . . . . .	24	D	D	D	c	D	D	D
42299	Other miscellaneous nondurable goods whsle . . . . .	12	D	D	D	c	D	D	D
422990	Other miscellaneous nondurable goods whsle . . . . .	12	D	D	D	c	D	D	D
4229904	Other nondurable goods whsle . . . . .	9	D	D	D	b	D	D	D



**Table 3. Summary Statistics for Metropolitan Areas: 1997—Con.**

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NAICS code	Geographic area, type of operation, and kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1996 inventories <sup>f</sup> (\$1,000)	End-of-1997 inventories <sup>f</sup> (\$1,000)
	<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>								
	<b>Portsmouth-Rochester, NH-ME PMSA—Con.</b>								
	<b>Merchant wholesalers . . . . .</b>	<b>334</b>	<b>2 491 045</b>	<b>152 544</b>	<b>36 225</b>	<b>3 911</b>	<b>323 663</b>	<b>316 983</b>	<b>273 002</b>
421	Wholesale trade, durable goods . . . . .	213	640 945	69 711	16 134	1 889	141 123	69 181	68 706
4211	Motor vehicle & motor vehicle parts & supplies whsle . . . . .	18	D	D	D	c	D	D	D
4212	Furniture & home furnishings whsle . . .	12	D	D	D	b	D	D	D
42122	Home furnishings whsle . . . . .	5	D	D	D	b	D	D	D
421220	Home furnishings whsle . . . . .	5	D	D	D	b	D	D	D
4212204	Other home furnishings whsle . . . . .	4	D	D	D	b	D	D	D
4213	Lumber & other construction materials whsle . . . . .	14	75 527	7 110	1 495	199	12 989	5 202	4 755
42131	Lumber, plywood, millwork, & wood panel whsle . . . . .	7	D	D	D	b	D	D	D
421310	Lumber, plywood, millwork, & wood panel whsle . . . . .	7	D	D	D	b	D	D	D
42139	Other construction materials whsle . . .	2	D	D	D	b	D	D	D
421390	Other construction materials whsle . . . . .	2	D	D	D	b	D	D	D
4214	Professional & commercial equipment & supplies whsle . . . . .	40	178 338	21 316	4 936	415	41 197	5 692	6 237
42143	Computer & computer peripheral equipment & software whsle . . . . .	21	D	D	D	e	D	D	D
421430	Computer & computer peripheral equipment & software whsle . . . . .	21	D	D	D	e	D	D	D
4214301	Computer & peripheral equipment whsle . . . . .	17	D	D	D	c	D	D	D
42143011	Computers & peripheral equipment for resale . . . . .	12	D	D	D	c	D	D	D
4214302	Computer software (packaged) whsle . . . . .	4	D	D	D	c	D	D	D
4215	Metal & mineral (except petroleum) whsle . . . . .	4	16 943	2 920	530	46	3 857	2 280	2 775
42151	Metal service centers & offices . . . . .	4	16 943	2 920	530	46	3 857	2 280	2 775
421510	Metal service centers & offices . . . . .	4	16 943	2 920	530	46	3 857	2 280	2 775
4215101	Ferrous metal service centers & sales offices . . . . .	4	16 943	2 920	530	46	3 857	2 280	2 775
4216	Electrical goods whsle . . . . .	25	D	D	D	c	D	D	D
42161	Electrical apparatus & equip, wiring supp, & const material whsle . . . . .	9	D	D	D	b	D	D	D
421610	Electrical apparatus & equip, wiring supp, & const material whsle . . . . .	9	D	D	D	b	D	D	D
42169	Other electronic parts & equipment whsle . . . . .	14	D	D	D	c	D	D	D
421690	Other electronic parts & equipment whsle . . . . .	14	D	D	D	c	D	D	D
4216902	Electronic parts (excluding communications equipment) whsle . . . . .	10	D	D	D	b	D	D	D
4217	Hardware, & plumbing & heating equipment & supplies whsle . . . . .	13	D	D	D	b	D	D	D
42171	Hardware whsle . . . . .	8	D	D	D	b	D	D	D
421710	Hardware whsle . . . . .	8	D	D	D	b	D	D	D
4218	Machinery, equipment, & supplies whsle . . . . .	52	85 487	15 163	3 212	406	27 612	9 392	10 928
42183	Industrial machinery & equipment whsle . . . . .	26	D	D	D	c	D	D	D
421830	Industrial machinery & equipment whsle . . . . .	26	D	D	D	c	D	D	D
4218307	Other industrial machinery & equipment whsle . . . . .	10	D	D	D	c	D	D	D
42184	Industrial supplies whsle . . . . .	9	D	D	D	b	D	D	D
421840	Industrial supplies whsle . . . . .	9	D	D	D	b	D	D	D
42185	Service establishment equipment & supplies whsle . . . . .	4	13 748	2 250	562	79	4 240	579	1 381
421850	Service establishment equipment & supplies whsle . . . . .	4	13 748	2 250	562	79	4 240	579	1 381
4218503	Laundry & dry-cleaning equipment & supplies whsle . . . . .	1	D	D	D	b	D	D	D
4219	Miscellaneous durable goods whsle . . .	35	134 771	7 310	1 650	305	27 464	31 599	26 839
42191	Sporting & recreational goods & supplies whsle . . . . .	13	D	D	D	c	D	D	D
421910	Sporting & recreational goods & supplies whsle . . . . .	13	D	D	D	c	D	D	D
42199	Other miscellaneous durable goods whsle . . . . .	9	D	D	D	b	D	D	D
421990	Other miscellaneous durable goods whsle . . . . .	9	D	D	D	b	D	D	D

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NAICS code	Geographic area, type of operation, and kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1996 inventories <sup>f</sup> (\$1,000)	End-of-1997 inventories <sup>f</sup> (\$1,000)
<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>									
<b>Portsmouth-Rochester, NH-ME PMSA—Con.</b>									
<b>Merchant wholesalers—Con.</b>									
422	Wholesale trade, nondurable goods . . . . .	121	1 850 100	82 833	20 091	2 022	182 540	247 802	204 296
4221	Paper & paper product whsle . . . . .	12	D	D	D	c	D	D	D
42212	Stationery & office supplies whsle . . . . .	9	D	D	D	b	D	D	D
422120	Stationery & office supplies whsle . . . . .	9	D	D	D	b	D	D	D
42213	Industrial & personal service paper whsle . . . . .	2	D	D	D	b	D	D	D
422130	Industrial & personal service paper whsle . . . . .	2	D	D	D	b	D	D	D
4223	Apparel, piece goods, & notions whsle . . . . .	14	D	D	D	f	D	D	D
42234	Footwear whsle . . . . .	7	D	D	D	f	D	D	D
422340	Footwear whsle . . . . .	7	D	D	D	f	D	D	D
4224	Grocery & related products whsle . . . . .	44	291 967	13 796	2 081	431	28 407	19 074	25 554
42242	Packaged frozen food whsle . . . . .	6	D	D	D	b	D	D	D
422420	Packaged frozen food whsle . . . . .	6	D	D	D	b	D	D	D
42245	Confectionery whsle . . . . .	2	D	D	D	c	D	D	D
422450	Confectionery whsle . . . . .	2	D	D	D	c	D	D	D
42246	Fish & seafood whsle . . . . .	14	52 655	1 961	406	67	4 947	661	901
422460	Fish & seafood whsle . . . . .	14	52 655	1 961	406	67	4 947	661	901
42249	Other grocery & related products whsle . . . . .	12	D	D	D	b	D	D	D
422490	Other grocery & related products whsle . . . . .	12	D	D	D	b	D	D	D
4226	Chemical & allied products whsle . . . . .	16	D	D	D	b	D	D	D
42261	Plastics materials & basic forms & shapes whsle . . . . .	5	D	D	D	a	D	D	D
422610	Plastics materials & basic forms & shapes whsle . . . . .	5	D	D	D	a	D	D	D
42269	Other chemical & allied products whsle . . . . .	11	D	D	D	b	D	D	D
422690	Other chemical & allied products whsle . . . . .	11	D	D	D	b	D	D	D
4226902	Other chemical & allied products whsle . . . . .	10	D	D	D	b	D	D	D
4227	Petroleum & petroleum products whsle . . . . .	9	D	D	D	c	D	D	D
42271	Petroleum bulk stations & terminals . . . . .	5	D	D	D	b	D	D	D
422710	Petroleum bulk stations & terminals . . . . .	5	D	D	D	b	D	D	D
4227101	Petroleum bulk stations & terminals (except LP) . . . . .	5	D	D	D	b	D	D	D
42272	Petroleum & petroleum prod whsle (exc bulk stations & terminals) . . . . .	4	D	D	D	c	D	D	D
422720	Petroleum & petroleum prod whsle (exc bulk stations & terminals) . . . . .	4	D	D	D	c	D	D	D
4229	Miscellaneous nondurable goods whsle . . . . .	19	D	D	D	c	D	D	D
42299	Other miscellaneous nondurable goods whsle . . . . .	9	D	D	D	c	D	D	D
422990	Other miscellaneous nondurable goods whsle . . . . .	9	D	D	D	c	D	D	D
4229904	Other nondurable goods whsle . . . . .	6	D	D	D	b	D	D	D
<b>Manufacturers' sales branches and sales offices . . . . .</b>									
421	Wholesale trade, durable goods . . . . .	18	407 278	32 627	7 464	993	62 198	6 037	6 790
421	Wholesale trade, durable goods . . . . .	10	D	D	D	f	D	D	D
4216	Electrical goods whsle . . . . .	4	D	D	D	e	D	D	D
42161	Electrical apparatus & equip, wiring supp, & const material whsle . . . . .	2	D	D	D	b	D	D	D
421610	Electrical apparatus & equip, wiring supp, & const material whsle . . . . .	2	D	D	D	b	D	D	D
4217	Hardware, & plumbing & heating equipment & supplies whsle . . . . .	3	D	D	D	e	D	D	D
422	Wholesale trade, nondurable goods . . . . .	8	D	D	D	c	D	D	D

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	<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>								
	<b>Portsmouth-Rochester, NH-ME PMSA—Con.</b>								
	<b>Agents, brokers, and commission merchants . . . .</b>	<b>47</b>	<b>171 798</b>	<b>4 144</b>	<b>960</b>	<b>105</b>	<b>8 473</b>	<b>773</b>	<b>723</b>
421	Wholesale trade, durable goods . . . . .	32	D	D	D	b	D	D	D
4216	Electrical goods whsle . . . . .	11	D	D	D	b	D	D	D
42169	Other electronic parts & equipment whsle . . . . .	7	D	D	D	a	D	D	D
421690	Other electronic parts & equipment whsle . . . . .	7	D	D	D	a	D	D	D
4218	Machinery, equipment, & supplies whsle . . . . .	6	15 430	819	197	10	1 388	—	—
42183	Industrial machinery & equipment whsle . . . . .	5	D	D	D	a	D	D	D
421830	Industrial machinery & equipment whsle . . . . .	5	D	D	D	a	D	D	D
422	Wholesale trade, nondurable goods . . . .	15	D	D	D	b	D	D	D
4224	Grocery & related products whsle . . . .	6	D	D	D	b	D	D	D
4229	Miscellaneous nondurable goods whsle . . . . .	5	D	D	D	a	D	D	D
42299	Other miscellaneous nondurable goods whsle . . . . .	3	D	D	D	a	D	D	D
422990	Other miscellaneous nondurable goods whsle . . . . .	3	D	D	D	a	D	D	D
	<b>Worcester, MA-CT PMSA</b>								
<b>42</b>	<b>Wholesale trade . . . . .</b>	<b>730</b>	<b>6 591 984</b>	<b>342 173</b>	<b>80 356</b>	<b>9 235</b>	<b>690 586</b>	<b>326 375</b>	<b>327 461</b>
421	Wholesale trade, durable goods . . . . .	539	4 997 287	236 428	55 099	5 814	481 301	207 741	213 046
4211	Motor vehicle & motor vehicle parts & supplies whsle . . . . .	46	1 039 015	17 655	3 928	564	34 432	43 026	34 310
42111	Automobile & other motor vehicle whsle . . . . .	10	D	D	D	c	D	D	D
421110	Automobile & other motor vehicle whsle . . . . .	10	D	D	D	c	D	D	D
4211101	Automobile & motorcycle whsle . . . . .	4	D	D	D	c	D	D	D
4211105	Heavy truck & tractor (over 26,000 lb) whsle . . . . .	6	D	D	D	c	D	D	D
42112	Motor vehicle supplies & new parts whsle . . . . .	22	D	D	D	c	D	D	D
421120	Motor vehicle supplies & new parts whsle . . . . .	22	D	D	D	c	D	D	D
4211202	Motor vehicle supplies & new parts—jobbers . . . . .	16	D	D	D	c	D	D	D
42113	Tire & tube whsle . . . . .	3	D	D	D	b	D	D	D
421130	Tire & tube whsle . . . . .	3	D	D	D	b	D	D	D
42114	Motor vehicle parts, (used) whsle . . . .	11	D	D	D	b	D	D	D
421140	Motor vehicle parts, (used) whsle . . . .	11	D	D	D	b	D	D	D
4212	Furniture & home furnishings whsle . . . .	17	D	D	D	c	D	D	D
42121	Furniture whsle . . . . .	12	D	D	D	c	D	D	D
421210	Furniture whsle . . . . .	12	D	D	D	c	D	D	D
4212102	Office & business furniture whsle . . . . .	11	D	D	D	c	D	D	D
4213	Lumber & other construction materials whsle . . . . .	36	205 613	11 486	2 422	256	24 805	9 515	11 294
42131	Lumber, plywood, millwork, & wood panel whsle . . . . .	22	184 806	9 584	1 797	178	21 408	7 995	9 607
421310	Lumber, plywood, millwork, & wood panel whsle . . . . .	22	184 806	9 584	1 797	178	21 408	7 995	9 607
4213101	Lumber without yard whsle . . . . .	5	109 627	4 838	836	65	8 645	3 910	5 242
4213102	Lumber with yard whsle . . . . .	5	D	D	D	b	D	D	D
4213103	Plywood, veneer, millwork, & wood panel whsle . . . . .	12	D	D	D	b	D	D	D
42132	Brick, stone, & related construction materials whsle . . . . .	5	D	D	D	b	D	D	D
421320	Brick, stone, & related construction materials whsle . . . . .	5	D	D	D	b	D	D	D
4214	Professional & commercial equipment & supplies whsle . . . . .	75	1 432 775	66 428	15 101	1 252	140 087	23 604	25 481
42142	Office equipment whsle . . . . .	10	D	D	D	e	D	D	D
421420	Office equipment whsle . . . . .	10	D	D	D	e	D	D	D
42143	Computer & computer peripheral equipment & software whsle . . . . .	29	1 113 363	29 787	6 791	458	61 814	8 113	8 005
421430	Computer & computer peripheral equipment & software whsle . . . . .	29	1 113 363	29 787	6 791	458	61 814	8 113	8 005
4214301	Computer & peripheral equipment whsle . . . . .	25	D	D	D	e	D	D	D
42143011	Computers & peripheral equipment for resale . . . . .	14	D	D	D	c	D	D	D
42143012	Computers & peripheral equipment for end use . . . . .	11	D	D	D	e	D	D	D
4214302	Computer software (packaged) whsle . . . . .	4	D	D	D	b	D	D	D

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	<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>								
	<b>Worcester, MA-CT PMSA—Con.</b>								
<b>42</b>	<b>Wholesale trade—Con.</b>								
421	Wholesale trade, durable goods—Con.								
4214	Professional & commercial equipment & supplies whsle—Con.								
42144	Other commercial equipment whsle .	10	D	D	D	b	D	D	D
421440	Other commercial equipment whsle . . . . .	10	D	D	D	b	D	D	D
4214401	Restaurant & hotel equipment & supplies whsle . . . . .	5	D	D	D	b	D	D	D
4214402	Store machines & equipment whsle . . . . .	5	D	D	D	b	D	D	D
42145	Medical, dental, & hospital equipment & supplies whsle . . . . .	14	D	D	D	e	D	D	D
421450	Medical, dental, & hospital equipment & supplies whsle . . . . .	14	D	D	D	e	D	D	D
4214501	Surgical, medical, & hospital supplies whsle . . . . .	12	D	D	D	c	D	D	D
4214502	Dental equipment & supplies whsle . . . . .	2	D	D	D	b	D	D	D
42146	Ophthalmic goods whsle . . . . .	4	D	D	D	c	D	D	D
421460	Ophthalmic goods whsle . . . . .	4	D	D	D	c	D	D	D
4215	Metal & mineral (except petroleum) whsle . . . . .	23	158 344	11 215	2 458	301	24 436	18 193	21 683
42151	Metal service centers & offices . . . . .	22	D	D	D	e	D	D	D
421510	Metal service centers & offices . . . . .	22	D	D	D	e	D	D	D
4215101	Ferrous metal service centers & sales offices . . . . .	20	143 954	10 149	2 189	275	22 620	17 023	20 396
42151011	Ferrous metal service centers . . . . .	15	104 534	9 379	2 026	255	21 209	17 023	20 396
42151012	Ferrous metal sales offices . . . . .	5	39 420	770	163	20	1 411	—	—
4216	Electrical goods whsle . . . . .	77	756 023	41 246	10 189	938	79 191	30 166	29 038
42161	Electrical apparatus & equip, wiring supp, & const material whsle . . . . .	29	175 920	16 243	3 742	501	27 069	18 257	19 097
421610	Electrical apparatus & equip, wiring supp, & const material whsle . . . . .	29	175 920	16 243	3 742	501	27 069	18 257	19 097
42162	Electrical appliance, television & radio set whsle . . . . .	8	379 591	4 020	1 361	88	10 253	543	504
421620	Electrical appliance, television & radio set whsle . . . . .	8	379 591	4 020	1 361	88	10 253	543	504
42169	Other electronic parts & equipment whsle . . . . .	40	200 512	20 983	5 086	349	41 869	11 366	9 437
421690	Other electronic parts & equipment whsle . . . . .	40	200 512	20 983	5 086	349	41 869	11 366	9 437
4216901	Communications equipment & supplies whsle . . . . .	16	59 490	14 147	3 621	244	28 656	9 485	6 487
4216902	Electronic parts (excluding communications equipment) whsle . . . . .	24	141 022	6 836	1 465	105	13 213	1 881	2 950
4217	Hardware, & plumbing & heating equipment & supplies whsle . . . . .	37	D	D	D	e	D	D	D
42171	Hardware whsle . . . . .	24	D	D	D	c	D	D	D
421710	Hardware whsle . . . . .	24	D	D	D	c	D	D	D
42172	Plumbing & heating equipment & supplies (hydronics) whsle . . . . .	8	D	D	D	b	D	D	D
421720	Plumbing & heating equipment & supplies (hydronics) whsle . . . . .	8	D	D	D	b	D	D	D
42173	Warm air heating & air-conditioning equipment & supplies whsle . . . . .	3	D	D	D	a	D	D	D
421730	Warm air heating & air-conditioning equipment & supplies whsle . . . . .	3	D	D	D	a	D	D	D
4218	Machinery, equipment, & supplies whsle . . . . .	167	987 807	59 800	14 140	1 546	116 724	52 172	58 573
42181	Construction & mining (except petroleum) machinery & equip whsle . . . . .	14	D	D	D	c	D	D	D
421810	Construction & mining (except petroleum) machinery & equip whsle . . . . .	14	D	D	D	c	D	D	D
42182	Farm & garden machinery & equipment whsle . . . . .	5	D	D	D	b	D	D	D
421820	Farm & garden machinery & equipment whsle . . . . .	5	D	D	D	b	D	D	D
4218203	Lawn & garden machinery & equipment whsle . . . . .	5	D	D	D	b	D	D	D

**Table 3. Summary Statistics for Metropolitan Areas: 1997—Con.**

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	<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>								
	<b>Worcester, MA-CT PMSA—Con.</b>								
<b>42</b>	<b>Wholesale trade—Con.</b>								
421	Wholesale trade, durable goods—Con.								
4218	Machinery, equipment, & supplies whsle—Con.								
42183	Industrial machinery & equipment whsle .....	90	264 716	26 418	6 444	679	51 074	17 850	17 932
421830	Industrial machinery & equipment whsle .....	90	264 716	26 418	6 444	679	51 074	17 850	17 932
4218302	Hydraulic & pneumatic (fluid-power) machinery & equipment whsle .....	11	18 589	1 663	428	43	3 151	760	826
42183021	Hydraulic & pneumatic pumps & motors whsle .....	5	D	D	D	a	D	D	D
4218303	General-purpose industrial machinery & equipment whsle .	28	71 765	7 162	1 602	185	13 146	4 897	5 411
4218304	Metalworking machinery & equipment whsle .....	19	79 482	6 415	1 361	122	12 618	6 444	6 071
4218305	Materials handling equipment whsle .....	9	20 539	3 122	791	88	5 692	1 191	1 060
4218307	Other industrial machinery & equipment whsle .....	18	D	D	D	c	D	D	D
42184	Industrial supplies whsle .....	34	587 286	15 047	3 836	395	30 423	12 450	12 913
421840	Industrial supplies whsle .....	34	587 286	15 047	3 836	395	30 423	12 450	12 913
4218402	Mechanical power transmission supplies whsle .....	5	13 198	1 175	288	35	2 099	1 477	1 447
4218404	Industrial containers & supplies whsle .....	6	D	D	D	b	D	D	D
4218406	Other industrial supplies whsle .	14	D	D	D	c	D	D	D
42185	Service establishment equipment & supplies whsle .....	24	D	D	D	c	D	D	D
421850	Service establishment equipment & supplies whsle .....	24	D	D	D	c	D	D	D
4218501	Beauty & barber shop equipment & supplies whsle . . .	8	D	D	D	c	D	D	D
4218502	Custodial, janitors' equipment & supplies whsle .....	5	D	D	D	b	D	D	D
4218503	Laundry & dry-cleaning equipment & supplies whsle . . .	4	D	D	D	b	D	D	D
4219	Miscellaneous durable goods whsle . . .	61	D	D	D	f	D	D	D
42191	Sporting & recreational goods & supplies whsle .....	11	D	D	D	c	D	D	D
421910	Sporting & recreational goods & supplies whsle .....	11	D	D	D	c	D	D	D
42193	Recyclable material whsle .....	27	D	D	D	e	D	D	D
421930	Recyclable material whsle .....	27	D	D	D	e	D	D	D
4219301	Iron & steel scrap processors & dealers .....	6	D	D	D	b	D	D	D
4219303	Other recyclable material whsle .	20	55 719	4 829	1 341	244	9 123	4 727	5 263
42199	Other miscellaneous durable goods whsle .....	14	D	D	D	c	D	D	D
421990	Other miscellaneous durable goods whsle .....	14	D	D	D	c	D	D	D
4219904	Prerecorded media whsle .....	3	D	D	D	b	D	D	D
42199041	Compact discs/prerecorded audio tapes, & phonograph records whsle .....	3	D	D	D	b	D	D	D
422	Wholesale trade, nondurable goods .....	191	1 594 697	105 745	25 257	3 421	209 285	118 634	114 415
4221	Paper & paper product whsle .....	24	D	D	D	c	D	D	D
42212	Stationery & office supplies whsle . . .	13	D	D	D	b	D	D	D
422120	Stationery & office supplies whsle .	13	D	D	D	b	D	D	D
42213	Industrial & personal service paper whsle .....	9	D	D	D	c	D	D	D
422130	Industrial & personal service paper whsle .....	9	D	D	D	c	D	D	D
4222	Drugs, & druggists' sundries whsle . . .	6	218 876	23 787	5 919	831	45 634	48 138	50 210
42221	Drugs, & druggists' sundries whsle . . .	6	218 876	23 787	5 919	831	45 634	48 138	50 210
422210	Drugs, & druggists' sundries whsle .....	6	218 876	23 787	5 919	831	45 634	48 138	50 210
4222101	General-line drugs whsle .....	3	D	D	D	e	D	D	D
4222102	Specialty-line drug, pharmaceutical, cosmetic, & toiletries whsle .....	3	D	D	D	e	D	D	D
4223	Apparel, piece goods, & notions whsle .	13	42 093	4 185	957	143	8 496	4 191	5 547
42231	Piece goods, notions, & other dry goods whsle .....	6	D	D	D	b	D	D	D
422310	Piece goods, notions, & other dry goods whsle .....	6	D	D	D	b	D	D	D
42232	Men's & boys' clothing & furnishings whsle .....	3	D	D	D	c	D	D	D
422320	Men's & boys' clothing & furnishings whsle .....	3	D	D	D	c	D	D	D

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<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>									
<b>Worcester, MA-CT PMSA—Con.</b>									
<b>42</b>	<b>Wholesale trade—Con.</b>								
422	Wholesale trade, nondurable goods—Con.								
4224	Grocery & related products whsle . . . . .	57	621 788	30 653	7 123	934	63 091	13 822	15 209
42241	General-line grocery whsle . . . . .	4	D	D	D	b	D	D	D
422410	General-line grocery whsle . . . . .	4	D	D	D	b	D	D	D
4224103	Other general-line grocery whsle . . . . .	3	D	D	D	b	D	D	D
42242	Packaged frozen food whsle . . . . .	3	D	D	D	c	D	D	D
422420	Packaged frozen food whsle . . . . .	3	D	D	D	c	D	D	D
42245	Confectionery whsle . . . . .	5	187 933	3 279	821	109	5 488	2 293	2 797
422450	Confectionery whsle . . . . .	5	187 933	3 279	821	109	5 488	2 293	2 797
42248	Fresh fruit & vegetable whsle . . . . .	9	31 517	2 850	683	126	5 663	687	655
422480	Fresh fruit & vegetable whsle . . . . .	9	31 517	2 850	683	126	5 663	687	655
42249	Other grocery & related products whsle . . . . .	30	D	D	D	e	D	D	D
422490	Other grocery & related products whsle . . . . .	30	D	D	D	e	D	D	D
4224901	Coffee, tea, & spice whsle . . . . .	8	D	D	D	c	D	D	D
4224902	Bread & baked goods whsle . . . . .	8	D	D	D	b	D	D	D
4224903	Soft drinks whsle . . . . .	5	D	D	D	c	D	D	D
4226	Chemical & allied products whsle . . . . .	43	243 801	14 387	3 818	476	26 150	22 894	11 983
42261	Plastics materials & basic forms & shapes whsle . . . . .	27	175 480	10 120	2 831	339	17 135	16 584	5 320
422610	Plastics materials & basic forms & shapes whsle . . . . .	27	175 480	10 120	2 831	339	17 135	16 584	5 320
42269	Other chemical & allied products whsle . . . . .	16	68 321	4 267	987	137	9 015	6 310	6 663
422690	Other chemical & allied products whsle . . . . .	16	68 321	4 267	987	137	9 015	6 310	6 663
4226901	Industrial gases (except LP) whsle . . . . .	3	D	D	D	c	D	D	D
4226902	Other chemical & allied products whsle . . . . .	13	D	D	D	b	D	D	D
4227	Petroleum & petroleum products whsle . . . . .	12	D	D	D	c	D	D	D
42271	Petroleum bulk stations & terminals . . . . .	9	48 512	3 494	821	94	6 517	2 134	1 939
422710	Petroleum bulk stations & terminals . . . . .	9	48 512	3 494	821	94	6 517	2 134	1 939
4227101	Petroleum bulk stations & terminals (except LP) . . . . .	9	48 512	3 494	821	94	6 517	2 134	1 939
42271011	Petroleum bulk stations (except LP) . . . . .	6	D	D	D	b	D	D	D
4228	Beer, wine, & distilled alcoholic beverage whsle . . . . .	4	89 199	7 632	1 732	198	14 362	7 021	7 099
42281	Beer & ale whsle . . . . .	2	D	D	D	c	D	D	D
422810	Beer & ale whsle . . . . .	2	D	D	D	c	D	D	D
4229	Miscellaneous nondurable goods whsle . . . . .	30	D	D	D	f	D	D	D
42292	Book, periodical, & newspaper whsle . . . . .	8	D	D	D	e	D	D	D
422920	Book, periodical, & newspaper whsle . . . . .	8	D	D	D	e	D	D	D
42294	Tobacco & tobacco product whsle . . . . .	2	D	D	D	c	D	D	D
422940	Tobacco & tobacco product whsle . . . . .	2	D	D	D	c	D	D	D
422990	Other miscellaneous nondurable goods whsle . . . . .	9	D	D	D	b	D	D	D
	<b>Merchant wholesalers . . . . .</b>	<b>598</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>i</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods . . . . .	434	1 763 850	174 173	39 926	4 836	343 970	193 602	196 923
4211	Motor vehicle & motor vehicle parts & supplies whsle . . . . .	43	D	D	D	f	D	D	D
42111	Automobile & other motor vehicle whsle . . . . .	9	75 313	6 477	1 393	203	9 994	18 742	20 231
421110	Automobile & other motor vehicle whsle . . . . .	9	75 313	6 477	1 393	203	9 994	18 742	20 231
4211105	Heavy truck & tractor (over 26,000 lb) whsle . . . . .	6	D	D	D	c	D	D	D
42112	Motor vehicle supplies & new parts whsle . . . . .	20	D	D	D	c	D	D	D
421120	Motor vehicle supplies & new parts whsle . . . . .	20	D	D	D	c	D	D	D
4211202	Motor vehicle supplies & new parts—jobbers . . . . .	14	D	D	D	b	D	D	D
42113	Tire & tube whsle . . . . .	3	D	D	D	b	D	D	D
421130	Tire & tube whsle . . . . .	3	D	D	D	b	D	D	D
42114	Motor vehicle parts, (used) whsle . . . . .	11	D	D	D	b	D	D	D
421140	Motor vehicle parts, (used) whsle . . . . .	11	D	D	D	b	D	D	D
4212	Furniture & home furnishings whsle . . . . .	14	D	D	D	c	D	D	D
42121	Furniture whsle . . . . .	11	D	D	D	c	D	D	D
421210	Furniture whsle . . . . .	11	D	D	D	c	D	D	D
4212102	Office & business furniture whsle . . . . .	10	D	D	D	c	D	D	D

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	<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>								
	<b>Worcester, MA-CT PMSA—Con.</b>								
	<b>Merchant wholesalers—Con.</b>								
421	Wholesale trade, durable goods—Con.								
4213	Lumber & other construction materials whsle .....	29	164 324	9 689	1 979	215	17 494	8 422	9 712
42131	Lumber, plywood, millwork, & wood panel whsle .....	17	152 940	8 171	1 423	145	14 779	7 460	8 600
421310	Lumber, plywood, millwork, & wood panel whsle .....	17	152 940	8 171	1 423	145	14 779	7 460	8 600
4213101	Lumber without yard whsle .....	5	109 627	4 838	836	65	8 645	3 910	5 242
4214	Professional & commercial equipment & supplies whsle .....	58	234 918	29 489	6 392	746	54 824	20 880	20 578
42142	Office equipment whsle .....	9	D	D	D	c	D	D	D
421420	Office equipment whsle .....	9	D	D	D	c	D	D	D
42143	Computer & computer peripheral equipment & software whsle .....	20	D	D	D	c	D	D	D
421430	Computer & computer peripheral equipment & software whsle .....	20	D	D	D	c	D	D	D
4214301	Computer & peripheral equipment whsle .....	18	D	D	D	c	D	D	D
42143011	Computers & peripheral equipment for resale .....	11	D	D	D	c	D	D	D
42143012	Computers & peripheral equipment for end use .....	7	D	D	D	b	D	D	D
42144	Other commercial equipment whsle .....	7	D	D	D	b	D	D	D
421440	Other commercial equipment whsle .....	7	D	D	D	b	D	D	D
4214402	Store machines & equipment whsle .....	4	D	D	D	b	D	D	D
42145	Medical, dental, & hospital equipment & supplies whsle .....	12	D	D	D	c	D	D	D
421450	Medical, dental, & hospital equipment & supplies whsle .....	12	D	D	D	c	D	D	D
4214501	Surgical, medical, & hospital supplies whsle .....	10	D	D	D	b	D	D	D
4214502	Dental equipment & supplies whsle .....	2	D	D	D	b	D	D	D
42146	Ophthalmic goods whsle .....	2	D	D	D	b	D	D	D
421460	Ophthalmic goods whsle .....	2	D	D	D	b	D	D	D
4215	Metal & mineral (except petroleum) whsle .....	18	D	D	D	e	D	D	D
42151	Metal service centers & offices .....	17	D	D	D	e	D	D	D
421510	Metal service centers & offices .....	17	D	D	D	e	D	D	D
4215101	Ferrous metal service centers & sales offices .....	16	D	D	D	e	D	D	D
42151011	Ferrous metal service centers .....	14	D	D	D	c	D	D	D
4216	Electrical goods whsle .....	49	404 542	30 051	7 290	764	59 615	26 345	25 081
42161	Electrical apparatus & equip, wiring supp, & const material whsle .....	17	96 801	12 674	3 010	434	21 651	14 848	15 583
421610	Electrical apparatus & equip, wiring supp, & const material whsle .....	17	96 801	12 674	3 010	434	21 651	14 848	15 583
42162	Electrical appliance, television & radio set whsle .....	5	D	D	D	b	D	D	D
421620	Electrical appliance, television & radio set whsle .....	5	D	D	D	b	D	D	D
42169	Other electronic parts & equipment whsle .....	27	D	D	D	e	D	D	D
421690	Other electronic parts & equipment whsle .....	27	D	D	D	e	D	D	D
4216901	Communications equipment & supplies whsle .....	9	D	D	D	c	D	D	D
4216902	Electronic parts (excluding communications equipment) whsle .....	18	D	D	D	b	D	D	D
4217	Hardware, & plumbing & heating equipment & supplies whsle .....	33	D	D	D	e	D	D	D
42171	Hardware whsle .....	22	D	D	D	c	D	D	D
421710	Hardware whsle .....	22	D	D	D	c	D	D	D
42172	Plumbing & heating equipment & supplies (hydronics) whsle .....	7	D	D	D	b	D	D	D
421720	Plumbing & heating equipment & supplies (hydronics) whsle .....	7	D	D	D	b	D	D	D

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	<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>								
	<b>Worcester, MA-CT PMSA—Con.</b>								
	<b>Merchant wholesalers—Con.</b>								
421	Wholesale trade, durable goods—Con.								
4218	Machinery, equipment, & supplies whsle .....	137	D	D	D	g	D	D	D
42181	Construction & mining (except petroleum) machinery & equip whsle .....	12	D	D	D	c	D	D	D
421810	Construction & mining (except petroleum) machinery & equip whsle .....	12	D	D	D	c	D	D	D
42182	Farm & garden machinery & equipment whsle .....	4	D	D	D	b	D	D	D
421820	Farm & garden machinery & equipment whsle .....	4	D	D	D	b	D	D	D
4218203	Lawn & garden machinery & equipment whsle .....	4	D	D	D	b	D	D	D
42183	Industrial machinery & equipment whsle .....	69	179 875	21 667	5 355	594	43 337	17 183	17 288
421830	Industrial machinery & equipment whsle .....	69	179 875	21 667	5 355	594	43 337	17 183	17 288
4218302	Hydraulic & pneumatic (fluid-power) machinery & equipment whsle .....	8	D	D	D	b	D	D	D
4218303	General-purpose industrial machinery & equipment whsle .....	24	51 551	6 352	1 423	169	11 559	4 872	5 408
4218304	Metalworking machinery & equipment whsle .....	15	54 544	4 828	1 008	93	10 085	5 835	5 469
4218305	Materials handling equipment whsle .....	6	D	D	D	b	D	D	D
4218307	Other industrial machinery & equipment whsle .....	13	D	D	D	c	D	D	D
42184	Industrial supplies whsle .....	30	D	D	D	e	D	D	D
421840	Industrial supplies whsle .....	30	D	D	D	e	D	D	D
4218402	Mechanical power transmission supplies whsle .....	5	13 198	1 175	288	35	2 099	1 477	1 447
4218404	Industrial containers & supplies whsle .....	5	36 557	3 319	818	76	8 717	2 927	3 341
4218406	Other industrial supplies whsle .....	12	D	D	D	c	D	D	D
42185	Service establishment equipment & supplies whsle .....	22	D	D	D	c	D	D	D
421850	Service establishment equipment & supplies whsle .....	22	D	D	D	c	D	D	D
4218501	Beauty & barber shop equipment & supplies whsle .....	7	D	D	D	c	D	D	D
4218502	Custodial, janitors' equipment & supplies whsle .....	5	D	D	D	b	D	D	D
4218503	Laundry & dry-cleaning equipment & supplies whsle .....	3	D	D	D	b	D	D	D
4219	Miscellaneous durable goods whsle .....	53	D	D	D	f	D	D	D
42191	Sporting & recreational goods & supplies whsle .....	8	D	D	D	b	D	D	D
421910	Sporting & recreational goods & supplies whsle .....	8	D	D	D	b	D	D	D
42193	Recyclable material whsle .....	27	D	D	D	e	D	D	D
421930	Recyclable material whsle .....	27	D	D	D	e	D	D	D
4219301	Iron & steel scrap processors & dealers .....	6	D	D	D	b	D	D	D
4219303	Other recyclable material whsle .....	20	55 719	4 829	1 341	244	9 123	4 727	5 263
42199	Other miscellaneous durable goods whsle .....	10	D	D	D	c	D	D	D
421990	Other miscellaneous durable goods whsle .....	10	D	D	D	c	D	D	D
4219904	Prerecorded media whsle .....	3	D	D	D	b	D	D	D
42199041	Compact discs/prerecorded audio tapes, & phonograph records whsle .....	3	D	D	D	b	D	D	D
422	Wholesale trade, nondurable goods .....	164	D	D	D	h	D	D	D
4221	Paper & paper product whsle .....	21	D	D	D	c	D	D	D
42212	Stationery & office supplies whsle .....	11	D	D	D	b	D	D	D
422120	Stationery & office supplies whsle .....	11	D	D	D	b	D	D	D
42213	Industrial & personal service paper whsle .....	9	D	D	D	c	D	D	D
422130	Industrial & personal service paper whsle .....	9	D	D	D	c	D	D	D
4222	Drugs, & druggists' sundries whsle .....	6	218 876	23 787	5 919	831	45 634	48 138	50 210
42221	Drugs, & druggists' sundries whsle .....	6	218 876	23 787	5 919	831	45 634	48 138	50 210
422210	Drugs, & druggists' sundries whsle .....	6	218 876	23 787	5 919	831	45 634	48 138	50 210
4222101	General-line drugs whsle .....	3	D	D	D	e	D	D	D
4222102	Specialty-line drug, pharmaceutical, cosmetic, & toiletries whsle .....	3	D	D	D	e	D	D	D
4223	Apparel, piece goods, & notions whsle .....	12	D	D	D	c	D	D	D
42232	Men's & boys' clothing & furnishings whsle .....	3	D	D	D	c	D	D	D
422320	Men's & boys' clothing & furnishings whsle .....	3	D	D	D	c	D	D	D



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NAICS code	Geographic area, type of operation, and kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1996 inventories <sup>f</sup> (\$1,000)	End-of-1997 inventories <sup>f</sup> (\$1,000)
	<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>								
	<b>Worcester, MA-CT PMSA—Con.</b>								
	<b>Merchant wholesalers—Con.</b>								
422	Wholesale trade, nondurable goods—Con.								
4224	Grocery & related products whsle . . . . .	48	423 095	21 024	4 852	648	46 177	13 228	14 663
42241	General-line grocery whsle . . . . .	4	D	D	D	b	D	D	D
422410	General-line grocery whsle . . . . .	4	D	D	D	b	D	D	D
4224103	Other general-line grocery whsle . . . . .	3	D	D	D	b	D	D	D
42242	Packaged frozen food whsle . . . . .	2	D	D	D	c	D	D	D
422420	Packaged frozen food whsle . . . . .	2	D	D	D	c	D	D	D
42245	Confectionery whsle . . . . .	4	D	D	D	b	D	D	D
422450	Confectionery whsle . . . . .	4	D	D	D	b	D	D	D
42248	Fresh fruit & vegetable whsle . . . . .	9	31 517	2 850	683	126	5 663	687	655
422480	Fresh fruit & vegetable whsle . . . . .	9	31 517	2 850	683	126	5 663	687	655
42249	Other grocery & related products whsle . . . . .	24	D	D	D	c	D	D	D
422490	Other grocery & related products whsle . . . . .	24	D	D	D	c	D	D	D
4224903	Soft drinks whsle . . . . .	4	D	D	D	b	D	D	D
4226	Chemical & allied products whsle . . . . .	34	122 643	12 426	2 676	311	22 680	7 107	7 449
42261	Plastics materials & basic forms & shapes whsle . . . . .	22	D	D	D	c	D	D	D
422610	Plastics materials & basic forms & shapes whsle . . . . .	22	D	D	D	c	D	D	D
42269	Other chemical & allied products whsle . . . . .	12	D	D	D	c	D	D	D
422690	Other chemical & allied products whsle . . . . .	12	D	D	D	c	D	D	D
4226901	Industrial gases (except LP) whsle . . . . .	2	D	D	D	b	D	D	D
4227	Petroleum & petroleum products whsle . . . . .	10	D	D	D	c	D	D	D
42271	Petroleum bulk stations & terminals . . . . .	7	D	D	D	b	D	D	D
422710	Petroleum bulk stations & terminals . . . . .	7	D	D	D	b	D	D	D
4227101	Petroleum bulk stations & terminals (except LP) . . . . .	7	D	D	D	b	D	D	D
4228	Beer, wine, & distilled alcoholic beverage whsle . . . . .	3	D	D	D	c	D	D	D
42281	Beer & ale whsle . . . . .	2	D	D	D	c	D	D	D
422810	Beer & ale whsle . . . . .	2	D	D	D	c	D	D	D
4229	Miscellaneous nondurable goods whsle . . . . .	28	D	D	D	e	D	D	D
42292	Book, periodical, & newspaper whsle . . . . .	7	D	D	D	e	D	D	D
422920	Book, periodical, & newspaper whsle . . . . .	7	D	D	D	e	D	D	D
42294	Tobacco & tobacco product whsle . . . . .	2	D	D	D	c	D	D	D
422940	Tobacco & tobacco product whsle . . . . .	2	D	D	D	c	D	D	D
42299	Other miscellaneous nondurable goods whsle . . . . .	9	D	D	D	b	D	D	D
422990	Other miscellaneous nondurable goods whsle . . . . .	9	D	D	D	b	D	D	D
	<b>Manufacturers' sales branches and sales offices . . . . .</b>	<b>52</b>	<b>3 128 115</b>	<b>60 954</b>	<b>15 562</b>	<b>1 196</b>	<b>136 072</b>	<b>30 747</b>	<b>21 454</b>
421	Wholesale trade, durable goods . . . . .	39	D	D	D	f	D	D	D
4211	Motor vehicle & motor vehicle parts & supplies whsle . . . . .	3	D	D	D	b	D	D	D
42111	Automobile & other motor vehicle whsle . . . . .	1	D	D	D	a	D	D	D
421110	Automobile & other motor vehicle whsle . . . . .	1	D	D	D	a	D	D	D
4213	Lumber & other construction materials whsle . . . . .	4	D	D	D	b	D	D	D
4214	Professional & commercial equipment & supplies whsle . . . . .	11	1 157 120	35 336	8 335	471	82 302	2 724	4 903
42143	Computer & computer peripheral equipment & software whsle . . . . .	6	D	D	D	c	D	D	D
421430	Computer & computer peripheral equipment & software whsle . . . . .	6	D	D	D	c	D	D	D
4214301	Computer & peripheral equipment whsle . . . . .	6	D	D	D	c	D	D	D
42143011	Computers & peripheral equipment for resale . . . . .	2	D	D	D	b	D	D	D
42143012	Computers & peripheral equipment for end use . . . . .	4	D	D	D	c	D	D	D
42145	Medical, dental, & hospital equipment & supplies whsle . . . . .	2	D	D	D	c	D	D	D
421450	Medical, dental, & hospital equipment & supplies whsle . . . . .	2	D	D	D	c	D	D	D
4216	Electrical goods whsle . . . . .	9	D	D	D	c	D	D	D

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	<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA—Con.</b>								
	<b>Worcester, MA-CT PMSA—Con.</b>								
	<b>Manufacturers' sales branches and sales offices—Con.</b>								
421	Wholesale trade, durable goods—Con.								
4218	Machinery, equipment, & supplies								
42183	whsle .....	8	D	D	D	b	D	D	D
421830	Industrial machinery & equipment								
421830	whsle .....	4	D	D	D	b	D	D	D
421830	Industrial machinery & equipment								
421830	whsle .....	4	D	D	D	b	D	D	D
42184	Industrial supplies whsle .....	3	D	D	D	b	D	D	D
421840	Industrial supplies whsle .....	3	D	D	D	b	D	D	D
4218404	Industrial containers & supplies								
4218404	whsle .....	1	D	D	D	a	D	D	D
422	Wholesale trade, nondurable goods .....	13	D	D	D	e	D	D	D
4224	Grocery & related products whsle .....	4	D	D	D	c	D	D	D
42249	Other grocery & related products								
422490	whsle .....	3	D	D	D	c	D	D	D
422490	Other grocery & related products								
422490	whsle .....	3	D	D	D	c	D	D	D
4226	Chemical & allied products whsle .....	6	117 045	1 844	1 126	163	3 198	15 787	4 534
42269	Other chemical & allied products								
422690	whsle .....	3	D	D	D	b	D	D	D
422690	Other chemical & allied products								
422690	whsle .....	3	D	D	D	b	D	D	D
	<b>Agents, brokers, and commission merchants .....</b>	<b>80</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>e</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods .....	66	D	D	D	c	D	D	D
4213	Lumber & other construction materials								
4213	whsle .....	3	D	D	D	a	D	D	D
4214	Professional & commercial equipment & supplies whsle .....	6	40 737	1 603	374	35	2 961	—	—
42143	Computer & computer peripheral								
421430	equipment & software whsle .....	3	D	D	D	a	D	D	D
421430	Computer & computer peripheral								
4214302	equipment & software whsle .....	3	D	D	D	a	D	D	D
4214302	Computer software (packaged)								
4214302	whsle .....	2	D	D	D	a	D	D	D
42144	Other commercial equipment whsle .	3	D	D	D	b	D	D	D
421440	Other commercial equipment								
4214401	whsle .....	3	D	D	D	b	D	D	D
4214401	Restaurant & hotel equipment & supplies whsle .....	2	D	D	D	a	D	D	D
4216	Electrical goods whsle .....	19	D	D	D	b	D	D	D
42161	Electrical apparatus & equip, wiring								
421610	supp. & const material whsle .....	9	D	D	D	b	D	D	D
421610	Electrical apparatus & equip,								
421610	wiring supp. & const material								
421610	whsle .....	9	D	D	D	b	D	D	D
42169	Other electronic parts & equipment								
421690	whsle .....	8	D	D	D	b	D	D	D
421690	Other electronic parts & equipment								
4216902	whsle .....	8	D	D	D	b	D	D	D
4216902	Electronic parts (excluding								
4216902	communications equipment)								
4216902	whsle .....	6	D	D	D	b	D	D	D
4217	Hardware, & plumbing & heating								
42172	equipment & supplies whsle .....	3	D	D	D	a	D	D	D
421720	Plumbing & heating equipment & supplies (hydronics) whsle .....	1	D	D	D	a	D	D	D
421720	Plumbing & heating equipment & supplies (hydronics) whsle .....	1	D	D	D	a	D	D	D
4218	Machinery, equipment, & supplies								
42183	whsle .....	22	D	D	D	b	D	D	D
421830	Industrial machinery & equipment								
421830	whsle .....	17	D	D	D	b	D	D	D
421830	Industrial machinery & equipment								
4218303	whsle .....	17	D	D	D	b	D	D	D
4218303	General-purpose industrial								
4218303	machinery & equipment whsle .	4	20 214	810	179	16	1 587	25	3
4219	Miscellaneous durable goods whsle ...	8	D	D	D	a	D	D	D
42191	Sporting & recreational goods & supplies whsle .....	3	D	D	D	a	D	D	D
421910	Sporting & recreational goods & supplies whsle .....	3	D	D	D	a	D	D	D
422	Wholesale trade, nondurable goods .....	14	D	D	D	b	D	D	D
4224	Grocery & related products whsle .....	5	D	D	D	b	D	D	D
42249	Other grocery & related products								
422490	whsle .....	3	D	D	D	b	D	D	D
422490	Other grocery & related products								
422490	whsle .....	3	D	D	D	b	D	D	D

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<b>AREA OUTSIDE NEW HAMPSHIRE METROPOLITAN AREAS</b>									
<b>42</b>	<b>Wholesale trade .....</b>	<b>618</b>	<b>1 905 113</b>	<b>190 215</b>	<b>42 093</b>	<b>5 769</b>	<b>410 038</b>	<b>170 129</b>	<b>189 804</b>
421	Wholesale trade, durable goods .....	415	980 598	108 364	23 828	3 166	222 384	116 515	132 873
4211	Motor vehicle & motor vehicle parts & supplies whsle .....	35	97 047	11 309	2 697	371	21 765	18 661	23 482
42111	Automobile & other motor vehicle whsle .....	6	D	D	D	c	D	D	D
421110	Automobile & other motor vehicle whsle .....	6	D	D	D	c	D	D	D
4211105	Heavy truck & tractor (over 26,000 lb) whsle .....	4	D	D	D	c	D	D	D
42112	Motor vehicle supplies & new parts whsle .....	12	D	D	D	c	D	D	D
421120	Motor vehicle supplies & new parts whsle .....	12	D	D	D	c	D	D	D
4211201	Motor vehicle supplies & new parts—warehouse distributors .	4	D	D	D	b	D	D	D
42114	Motor vehicle parts, (used) whsle . . .	12	D	D	D	b	D	D	D
421140	Motor vehicle parts, (used) whsle .	12	D	D	D	b	D	D	D
4212	Furniture & home furnishings whsle . . .	12	D	D	D	c	D	D	D
42122	Home furnishings whsle .....	10	D	D	D	c	D	D	D
421220	Home furnishings whsle .....	10	D	D	D	c	D	D	D
4213	Lumber & other construction materials whsle .....	25	D	D	D	c	D	D	D
42131	Lumber, plywood, millwork, & wood panel whsle .....	15	D	D	D	c	D	D	D
421310	Lumber, plywood, millwork, & wood panel whsle .....	15	D	D	D	c	D	D	D
4213103	Plywood, veneer, millwork, & wood panel whsle .....	5	D	D	D	b	D	D	D
4214	Professional & commercial equipment & supplies whsle .....	68	161 303	19 254	4 362	506	35 014	8 408	10 250
42142	Office equipment whsle .....	14	D	D	D	b	D	D	D
421420	Office equipment whsle .....	14	D	D	D	b	D	D	D
42143	Computer & computer peripheral equipment & software whsle .....	27	D	D	D	c	D	D	D
421430	Computer & computer peripheral equipment & software whsle .....	27	D	D	D	c	D	D	D
4214301	Computer & peripheral equipment whsle .....	21	D	D	D	c	D	D	D
42143011	Computers & peripheral equipment for resale .....	8	D	D	D	b	D	D	D
42143012	Computers & peripheral equipment for end use .....	13	D	D	D	b	D	D	D
42144	Other commercial equipment whsle .	8	D	D	D	b	D	D	D
421440	Other commercial equipment whsle .....	8	D	D	D	b	D	D	D
42145	Medical, dental, & hospital equipment & supplies whsle .....	10	39 675	2 829	695	78	4 579	2 982	2 422
421450	Medical, dental, & hospital equipment & supplies whsle .....	10	39 675	2 829	695	78	4 579	2 982	2 422
4214501	Surgical, medical, & hospital supplies whsle .....	10	39 675	2 829	695	78	4 579	2 982	2 422
42146	Ophthalmic goods whsle .....	4	D	D	D	c	D	D	D
421460	Ophthalmic goods whsle .....	4	D	D	D	c	D	D	D
4215	Metal & mineral (except petroleum) whsle .....	15	D	D	D	c	D	D	D
42151	Metal service centers & offices .....	15	D	D	D	c	D	D	D
421510	Metal service centers & offices . . .	15	D	D	D	c	D	D	D
4215101	Ferrous metal service centers & sales offices .....	13	D	D	D	c	D	D	D
42151011	Ferrous metal service centers .....	11	D	D	D	c	D	D	D
4216	Electrical goods whsle .....	46	D	D	D	c	D	D	D
42161	Electrical apparatus & equip, wiring supp, & const material whsle .....	17	24 257	1 924	426	63	4 484	1 631	1 618
421610	Electrical apparatus & equip, wiring supp, & const material whsle .....	17	24 257	1 924	426	63	4 484	1 631	1 618
42169	Other electronic parts & equipment whsle .....	24	D	D	D	c	D	D	D
421690	Other electronic parts & equipment whsle .....	24	D	D	D	c	D	D	D
4216901	Communications equipment & supplies whsle .....	15	D	D	D	c	D	D	D
4217	Hardware, & plumbing & heating equipment & supplies whsle .....	24	D	D	D	e	D	D	D
42172	Plumbing & heating equipment & supplies (hydronics) whsle .....	11	D	D	D	c	D	D	D
421720	Plumbing & heating equipment & supplies (hydronics) whsle .....	11	D	D	D	c	D	D	D

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<b>AREA OUTSIDE NEW HAMPSHIRE METROPOLITAN AREAS—Con.</b>									
<b>42</b>	<b>Wholesale trade—Con.</b>								
421	Wholesale trade, durable goods—Con.								
4218	Machinery, equipment, & supplies whsle . . . . .	117	D	D	D	f	D	D	D
42181	Construction & mining (except petroleum) machinery & equip whsle . . . . .	23	D	D	D	e	D	D	D
421810	Construction & mining (except petroleum) machinery & equip whsle . . . . .	23	D	D	D	e	D	D	D
42182	Farm & garden machinery & equipment whsle . . . . .	14	33 263	4 269	922	150	8 654	12 027	12 758
421820	Farm & garden machinery & equipment whsle . . . . .	14	33 263	4 269	922	150	8 654	12 027	12 758
4218201	Farm machinery & equipment—farm dealers . . . . .	8	D	D	D	b	D	D	D
4218202	Farm machinery & equipment—whsle distributors . . . . .	5	D	D	D	b	D	D	D
42183	Industrial machinery & equipment whsle . . . . .	53	D	D	D	e	D	D	D
421830	Industrial machinery & equipment whsle . . . . .	53	D	D	D	e	D	D	D
4218303	General-purpose industrial machinery & equipment whsle . . . . .	18	D	D	D	c	D	D	D
4218304	Metalworking machinery & equipment whsle . . . . .	9	D	D	D	c	D	D	D
4218307	Other industrial machinery & equipment whsle . . . . .	18	D	D	D	c	D	D	D
42184	Industrial supplies whsle . . . . .	12	D	D	D	b	D	D	D
421840	Industrial supplies whsle . . . . .	12	D	D	D	b	D	D	D
4218406	Other industrial supplies whsle . . . . .	7	D	D	D	b	D	D	D
42185	Service establishment equipment & supplies whsle . . . . .	7	D	D	D	b	D	D	D
421850	Service establishment equipment & supplies whsle . . . . .	7	D	D	D	b	D	D	D
4219	Miscellaneous durable goods whsle . . . . .	73	D	D	D	e	D	D	D
42191	Sporting & recreational goods & supplies whsle . . . . .	18	D	D	D	c	D	D	D
421910	Sporting & recreational goods & supplies whsle . . . . .	18	D	D	D	c	D	D	D
42193	Recyclable material whsle . . . . .	14	D	D	D	c	D	D	D
421930	Recyclable material whsle . . . . .	14	D	D	D	c	D	D	D
4219303	Other recyclable material whsle . . . . .	8	D	D	D	b	D	D	D
42199	Other miscellaneous durable goods whsle . . . . .	30	D	D	D	c	D	D	D
421990	Other miscellaneous durable goods whsle . . . . .	30	D	D	D	c	D	D	D
4219902	Forest products (except lumber) whsle . . . . .	19	D	D	D	b	D	D	D
422	Wholesale trade, nondurable goods . . . . .	203	924 515	81 851	18 265	2 603	187 654	53 614	56 931
4221	Paper & paper product whsle . . . . .	19	55 213	7 048	1 854	171	11 239	2 072	2 229
4223	Apparel, piece goods, & notions whsle . . . . .	23	D	D	D	c	D	D	D
42231	Piece goods, notions, & other dry goods whsle . . . . .	5	D	D	D	b	D	D	D
422310	Piece goods, notions, & other dry goods whsle . . . . .	5	D	D	D	b	D	D	D
4223102	Notions & other dry goods whsle . . . . .	2	D	D	D	b	D	D	D
4224	Grocery & related products whsle . . . . .	56	343 378	32 298	7 088	987	70 012	22 093	22 231
42241	General-line grocery whsle . . . . .	2	D	D	D	e	D	D	D
422410	General-line grocery whsle . . . . .	2	D	D	D	e	D	D	D
4224103	Other general-line grocery whsle . . . . .	2	D	D	D	e	D	D	D
42249	Other grocery & related products whsle . . . . .	30	D	D	D	e	D	D	D
422490	Other grocery & related products whsle . . . . .	30	D	D	D	e	D	D	D
4224902	Bread & baked goods whsle . . . . .	12	D	D	D	b	D	D	D
4224903	Soft drinks whsle . . . . .	9	D	D	D	c	D	D	D
4226	Chemical & allied products whsle . . . . .	24	61 935	6 218	1 442	152	15 540	4 147	4 108
42269	Other chemical & allied products whsle . . . . .	19	D	D	D	c	D	D	D
422690	Other chemical & allied products whsle . . . . .	19	D	D	D	c	D	D	D
4226902	Other chemical & allied products whsle . . . . .	12	D	D	D	b	D	D	D
4227	Petroleum & petroleum products whsle . . . . .	16	80 169	5 104	938	208	12 279	3 676	3 874
42271	Petroleum bulk stations & terminals . . . . .	8	D	D	D	c	D	D	D
422710	Petroleum bulk stations & terminals . . . . .	8	D	D	D	c	D	D	D
4227101	Petroleum bulk stations & terminals (except LP) . . . . .	8	D	D	D	c	D	D	D
42271011	Petroleum bulk stations (except LP) . . . . .	7	D	D	D	c	D	D	D

**Table 3. Summary Statistics for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

NAICS code	Geographic area, type of operation, and kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1996 inventories <sup>f</sup> (\$1,000)	End-of-1997 inventories <sup>f</sup> (\$1,000)
	<b>AREA OUTSIDE NEW HAMPSHIRE METROPOLITAN AREAS—Con.</b>								
<b>42</b>	<b>Wholesale trade—Con.</b>								
422	Wholesale trade, nondurable goods—Con.								
4228	Beer, wine, & distilled alcoholic beverage whsle . . . . .	10	D	D	D	e	D	D	D
42281	Beer & ale whsle . . . . .	5	94 146	9 865	2 059	275	38 104	3 865	4 257
422810	Beer & ale whsle . . . . .	5	94 146	9 865	2 059	275	38 104	3 865	4 257
42282	Wine & distilled alcoholic beverage whsle . . . . .	5	D	D	D	b	D	D	D
422820	Wine & distilled alcoholic beverage whsle . . . . .	5	D	D	D	b	D	D	D
4228201	Wine & distilled alcoholic bev (licensed operation) whsle . . . . .	5	D	D	D	b	D	D	D
4229	Miscellaneous nondurable goods whsle . . . . .	48	D	D	D	f	D	D	D
42292	Book, periodical, & newspaper whsle . . . . .	11	D	D	D	e	D	D	D
422920	Book, periodical, & newspaper whsle . . . . .	11	D	D	D	e	D	D	D
42294	Tobacco & tobacco product whsle . . . . .	2	D	D	D	b	D	D	D
422940	Tobacco & tobacco product whsle . . . . .	2	D	D	D	b	D	D	D
42299	Other miscellaneous nondurable goods whsle . . . . .	21	D	D	D	b	D	D	D
422990	Other miscellaneous nondurable goods whsle . . . . .	21	D	D	D	b	D	D	D
	<b>Merchant wholesalers . . . . .</b>	<b>529</b>	<b>1 554 319</b>	<b>169 638</b>	<b>37 155</b>	<b>5 133</b>	<b>367 433</b>	<b>162 950</b>	<b>182 263</b>
421	Wholesale trade, durable goods . . . . .	364	839 263	99 397	21 615	2 870	204 637	110 012	126 337
4211	Motor vehicle & motor vehicle parts & supplies whsle . . . . .	34	D	D	D	e	D	D	D
42111	Automobile & other motor vehicle whsle . . . . .	5	D	D	D	c	D	D	D
421110	Automobile & other motor vehicle whsle . . . . .	5	D	D	D	c	D	D	D
4211105	Heavy truck & tractor (over 26,000 lb) whsle . . . . .	4	D	D	D	c	D	D	D
42112	Motor vehicle supplies & new parts whsle . . . . .	12	D	D	D	c	D	D	D
421120	Motor vehicle supplies & new parts whsle . . . . .	12	D	D	D	c	D	D	D
4211201	Motor vehicle supplies & new parts—warehouse distributors . . . . .	4	D	D	D	b	D	D	D
42114	Motor vehicle parts, (used) whsle . . . . .	12	D	D	D	b	D	D	D
421140	Motor vehicle parts, (used) whsle . . . . .	12	D	D	D	b	D	D	D
4212	Furniture & home furnishings whsle . . . . .	9	D	D	D	c	D	D	D
42122	Home furnishings whsle . . . . .	7	D	D	D	b	D	D	D
421220	Home furnishings whsle . . . . .	7	D	D	D	b	D	D	D
4213	Lumber & other construction materials whsle . . . . .	20	D	D	D	c	D	D	D
42131	Lumber, plywood, millwork, & wood panel whsle . . . . .	14	D	D	D	c	D	D	D
421310	Lumber, plywood, millwork, & wood panel whsle . . . . .	14	D	D	D	c	D	D	D
4213103	Plywood, veneer, millwork, & wood panel whsle . . . . .	4	D	D	D	b	D	D	D
4214	Professional & commercial equipment & supplies whsle . . . . .	63	D	D	D	e	D	D	D
42142	Office equipment whsle . . . . .	13	D	D	D	b	D	D	D
421420	Office equipment whsle . . . . .	13	D	D	D	b	D	D	D
42143	Computer & computer peripheral equipment & software whsle . . . . .	26	D	D	D	c	D	D	D
421430	Computer & computer peripheral equipment & software whsle . . . . .	26	D	D	D	c	D	D	D
4214301	Computer & peripheral equipment whsle . . . . .	21	D	D	D	c	D	D	D
42143011	Computers & peripheral equipment for resale . . . . .	8	D	D	D	b	D	D	D
42143012	Computers & peripheral equipment for end use . . . . .	13	D	D	D	b	D	D	D
42144	Other commercial equipment whsle . . . . .	8	D	D	D	b	D	D	D
421440	Other commercial equipment whsle . . . . .	8	D	D	D	b	D	D	D
42145	Medical, dental, & hospital equipment & supplies whsle . . . . .	7	D	D	D	b	D	D	D
421450	Medical, dental, & hospital equipment & supplies whsle . . . . .	7	D	D	D	b	D	D	D
4214501	Surgical, medical, & hospital supplies whsle . . . . .	7	D	D	D	b	D	D	D
4215	Metal & mineral (except petroleum) whsle . . . . .	12	D	D	D	c	D	D	D
42151	Metal service centers & offices . . . . .	12	D	D	D	c	D	D	D
421510	Metal service centers & offices . . . . .	12	D	D	D	c	D	D	D
4215101	Ferrous metal service centers & sales offices . . . . .	11	D	D	D	c	D	D	D
42151011	Ferrous metal service centers . . . . .	10	D	D	D	c	D	D	D

**Table 3. Summary Statistics for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

NAICS code	Geographic area, type of operation, and kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1996 inventories <sup>f</sup> (\$1,000)	End-of-1997 inventories <sup>f</sup> (\$1,000)
<b>AREA OUTSIDE NEW HAMPSHIRE METROPOLITAN AREAS—Con.</b>									
<b>Merchant wholesalers—Con.</b>									
421	Wholesale trade, durable goods—Con.								
4216	Electrical goods whsle . . . . .	37	D	D	D	c	D	D	D
42161	Electrical apparatus & equip, wiring supp, & const material whsle . . . . .	12	D	D	D	b	D	D	D
421610	Electrical apparatus & equip, wiring supp, & const material whsle . . . . .	12	D	D	D	b	D	D	D
42169	Other electronic parts & equipment whsle . . . . .	20	D	D	D	c	D	D	D
421690	Other electronic parts & equipment whsle . . . . .	20	D	D	D	c	D	D	D
4216901	Communications equipment & supplies whsle . . . . .	15	D	D	D	c	D	D	D
4217	Hardware, & plumbing & heating equipment & supplies whsle . . . . .	21	D	D	D	c	D	D	D
4218	Machinery, equipment, & supplies whsle . . . . .	106	281 833	33 542	7 203	918	69 244	52 769	58 173
42181	Construction & mining (except petroleum) machinery & equip whsle . . . . .	23	D	D	D	e	D	D	D
421810	Construction & mining (except petroleum) machinery & equip whsle . . . . .	23	D	D	D	e	D	D	D
42182	Farm & garden machinery & equipment whsle . . . . .	14	33 263	4 269	922	150	8 654	12 027	12 758
421820	Farm & garden machinery & equipment whsle . . . . .	14	33 263	4 269	922	150	8 654	12 027	12 758
4218201	Farm machinery & equipment—farm dealers . . . . .	8	D	D	D	b	D	D	D
4218202	Farm machinery & equipment—whsle distributors . . . . .	5	D	D	D	b	D	D	D
42183	Industrial machinery & equipment whsle . . . . .	44	D	D	D	e	D	D	D
421830	Industrial machinery & equipment whsle . . . . .	44	D	D	D	e	D	D	D
4218303	General-purpose industrial machinery & equipment whsle . . . . .	15	15 647	2 538	558	77	6 678	3 311	3 653
4218304	Metalworking machinery & equipment whsle . . . . .	7	D	D	D	c	D	D	D
4218307	Other industrial machinery & equipment whsle . . . . .	14	D	D	D	c	D	D	D
42184	Industrial supplies whsle . . . . .	12	D	D	D	b	D	D	D
421840	Industrial supplies whsle . . . . .	12	D	D	D	b	D	D	D
4218406	Other industrial supplies whsle . . . . .	7	D	D	D	b	D	D	D
4219	Miscellaneous durable goods whsle . . . . .	62	D	D	D	e	D	D	D
42191	Sporting & recreational goods & supplies whsle . . . . .	13	D	D	D	c	D	D	D
421910	Sporting & recreational goods & supplies whsle . . . . .	13	D	D	D	c	D	D	D
42193	Recyclable material whsle . . . . .	14	D	D	D	c	D	D	D
421930	Recyclable material whsle . . . . .	14	D	D	D	c	D	D	D
4219303	Other recyclable material whsle . . . . .	8	D	D	D	b	D	D	D
42199	Other miscellaneous durable goods whsle . . . . .	27	D	D	D	c	D	D	D
421990	Other miscellaneous durable goods whsle . . . . .	27	D	D	D	c	D	D	D
4219902	Forest products (except lumber) whsle . . . . .	18	D	D	D	b	D	D	D
422	Wholesale trade, nondurable goods . . . . .	165	715 056	70 241	15 540	2 263	162 796	52 938	55 926
4221	Paper & paper product whsle . . . . .	15	D	D	D	c	D	D	D
4223	Apparel, piece goods, & notions whsle . . . . .	21	D	D	D	c	D	D	D
42231	Piece goods, notions, & other dry goods whsle . . . . .	5	D	D	D	b	D	D	D
422310	Piece goods, notions, & other dry goods whsle . . . . .	5	D	D	D	b	D	D	D
4223102	Notions & other dry goods whsle . . . . .	2	D	D	D	b	D	D	D
4224	Grocery & related products whsle . . . . .	41	D	D	D	f	D	D	D
42241	General-line grocery whsle . . . . .	2	D	D	D	e	D	D	D
422410	General-line grocery whsle . . . . .	2	D	D	D	e	D	D	D
4224103	Other general-line grocery whsle . . . . .	2	D	D	D	e	D	D	D
42249	Other grocery & related products whsle . . . . .	17	D	D	D	c	D	D	D
422490	Other grocery & related products whsle . . . . .	17	D	D	D	c	D	D	D
4224903	Soft drinks whsle . . . . .	6	D	D	D	b	D	D	D
4226	Chemical & allied products whsle . . . . .	18	D	D	D	c	D	D	D
42269	Other chemical & allied products whsle . . . . .	13	D	D	D	b	D	D	D
422690	Other chemical & allied products whsle . . . . .	13	D	D	D	b	D	D	D
4226902	Other chemical & allied products whsle . . . . .	8	D	D	D	b	D	D	D

**Table 3. Summary Statistics for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

NAICS code	Geographic area, type of operation, and kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1996 inventories <sup>f</sup> (\$1,000)	End-of-1997 inventories <sup>f</sup> (\$1,000)
<b>AREA OUTSIDE NEW HAMPSHIRE METROPOLITAN AREAS—Con.</b>									
<b>Merchant wholesalers—Con.</b>									
422	Wholesale trade, nondurable goods—Con.								
4227	Petroleum & petroleum products								
42271	whse .....	16	80 169	5 104	938	208	12 279	3 676	3 874
422710	Petroleum bulk stations & terminals	8	D	D	D	c	D	D	D
4227101	terminals .....	8	D	D	D	c	D	D	D
42271011	Petroleum bulk stations & terminals (except LP) .....	8	D	D	D	c	D	D	D
	Petroleum bulk stations (except LP) .....	7	D	D	D	c	D	D	D
4228	Beer, wine, & distilled alcoholic beverage whse .....	7	D	D	D	e	D	D	D
42281	Beer & ale whse .....	5	94 146	9 865	2 059	275	38 104	3 865	4 257
422810	Beer & ale whse .....	5	94 146	9 865	2 059	275	38 104	3 865	4 257
4229	Miscellaneous nondurable goods whse .....	41	D	D	D	f	D	D	D
42292	Book, periodical, & newspaper whse .....	10	D	D	D	e	D	D	D
422920	Book, periodical, & newspaper whse .....	10	D	D	D	e	D	D	D
42299	Other miscellaneous nondurable goods whse .....	17	D	D	D	b	D	D	D
422990	Other miscellaneous nondurable goods whse .....	17	D	D	D	b	D	D	D
<b>Manufacturers' sales branches and sales offices ..</b>		<b>29</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>e</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods .....	11	D	D	D	c	D	D	D
4218	Machinery, equipment, & supplies whse .....	3	D	D	D	b	D	D	D
42183	Industrial machinery & equipment whse .....	3	D	D	D	b	D	D	D
421830	Industrial machinery & equipment whse .....	3	D	D	D	b	D	D	D
422	Wholesale trade, nondurable goods .....	18	D	D	D	e	D	D	D
4224	Grocery & related products whse .....	9	D	D	D	c	D	D	D
42249	Other grocery & related products whse .....	9	D	D	D	c	D	D	D
422490	Other grocery & related products whse .....	9	D	D	D	c	D	D	D
<b>Agents, brokers, and commission merchants .....</b>		<b>60</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>c</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods .....	40	D	D	D	b	D	D	D
4213	Lumber & other construction materials whse .....	4	D	D	D	a	D	D	D
4218	Machinery, equipment, & supplies whse .....	8	D	D	D	a	D	D	D
42183	Industrial machinery & equipment whse .....	6	D	D	D	a	D	D	D
421830	Industrial machinery & equipment whse .....	6	D	D	D	a	D	D	D
4219	Miscellaneous durable goods whse ...	9	D	D	D	a	D	D	D
42199	Other miscellaneous durable goods whse .....	3	D	D	D	a	D	D	D
421990	Other miscellaneous durable goods whse .....	3	D	D	D	a	D	D	D
422	Wholesale trade, nondurable goods .....	20	D	D	D	b	D	D	D
4228	Beer, wine, & distilled alcoholic beverage whse .....	2	D	D	D	b	D	D	D
42282	Wine & distilled alcoholic beverage whse .....	2	D	D	D	b	D	D	D
422820	Wine & distilled alcoholic beverage whse .....	2	D	D	D	b	D	D	D
4228201	Wine & distilled alcoholic bev (licensed operation) whse ....	2	D	D	D	b	D	D	D

**Table 4. Percent of Sales Data Based on Administrative Records and Estimation for Metropolitan Areas: 1997**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

NAICS code	Geographic area and kind of business	All types of operation percent of sales—		Merchant wholesalers percent of sales—		Manufacturers' sales branches and offices percent of sales—		Agents, brokers, and commission merchants percent of sales—	
		From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>
	<b>BOSTON—WORCESTER—LAWRENCE, MA—NH—ME—CT CMSA</b>								
<b>42</b>	<b>Wholesale trade .....</b>	<b>5.3</b>	<b>3.7</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods .....	D	D	D	D	D	D	D	D
4211	Motor vehicle & motor vehicle parts & supplies whsle .....	D	D	D	D	D	D	D	D
42111	Automobile & other motor vehicle whsle .....	.7	.3	D	D	D	D	D	D
421110	Automobile & other motor vehicle whsle .....	.7	.3	D	D	D	D	D	D
4211101	Automobile & motorcycle whsle .....	D	D	D	D	—	—	D	D
4211102	Bus & recreational vehicle whsle .....	D	D	D	D	—	—	—	—
4211103	Light truck & van (14,000 lb or less) whsle ..	D	D	D	D	D	D	—	—
4211104	Medium truck & tractor (14,001 lb to 26,000 lb) whsle .....	D	D	D	D	—	—	—	—
4211105	Heavy truck & tractor (over 26,000 lb) whsle .....	D	D	D	D	—	—	—	—
42112	Motor vehicle supplies & new parts whsle .....	D	D	D	D	D	D	D	D
421120	Motor vehicle supplies & new parts whsle ...	D	D	D	D	D	D	D	D
4211201	Motor vehicle supplies & new parts—warehouse distributors .....	D	D	D	D	—	—	D	D
4211202	Motor vehicle supplies & new parts—jobbers .....	D	D	D	D	D	D	D	D
4211203	Petroleum products marketing equipment whsle .....	D	D	—	—	—	—	—	—
42113	Tire & tube whsle .....	D	D	D	D	—	—	—	—
421130	Tire & tube whsle .....	D	D	D	D	—	—	—	—
42114	Motor vehicle parts, (used) whsle .....	D	D	D	D	—	—	—	—
421140	Motor vehicle parts, (used) whsle .....	D	D	D	D	—	—	—	—
4212	Furniture & home furnishings whsle .....	D	D	D	D	D	D	D	D
42121	Furniture whsle .....	D	D	D	D	D	D	D	D
421210	Furniture whsle .....	D	D	D	D	D	D	D	D
4212101	Household & lawn furniture whsle .....	D	D	D	D	—	—	.1	.5
4212102	Office & business furniture whsle .....	D	D	D	D	D	D	D	D
42122	Home furnishings whsle .....	D	D	D	D	D	D	D	D
421220	Home furnishings whsle .....	D	D	D	D	D	D	D	D
4212201	Household china, glassware, & crockery whsle .....	D	D	D	D	—	—	D	D
4212202	Linens, domestics, draperies, & curtains whsle .....	1.2	5.4	D	D	D	D	D	D
4212203	Floor coverings whsle .....	D	D	D	D	—	—	—	—
4212204	Other home furnishings whsle .....	D	D	D	D	—	—	D	D
4213	Lumber & other construction materials whsle ....	D	D	D	D	D	D	D	D
42131	Lumber, plywood, millwork, & wood panel whsle .....	D	D	D	D	D	D	D	D
421310	Lumber, plywood, millwork, & wood panel whsle .....	D	D	D	D	D	D	D	D
4213101	Lumber without yard whsle .....	D	D	D	D	—	—	—	—
4213102	Lumber with yard whsle .....	D	D	D	D	—	—	—	—
4213103	Plywood, veneer, millwork, & wood panel whsle .....	D	D	D	D	D	D	D	D
42132	Brick, stone, & related construction materials whsle .....	D	D	D	D	D	D	D	D
421320	Brick, stone, & related construction materials whsle .....	D	D	D	D	D	D	D	D
4213201	Brick, block, tile, clay/cement sewer pipe whsle .....	D	D	D	D	—	—	—	—
4213202	Sand, gravel, & stone whsle .....	D	D	D	D	—	—	—	—
4213203	Cement, lime, & related products whsle ...	D	D	D	D	D	D	—	—
42133	Roofing, siding, & insulation material whsle ....	.4	1.7	D	D	—	—	D	D
421330	Roofing, siding, & insulation material whsle ..	.4	1.7	D	D	—	—	D	D
4213301	Roofing, siding, & insulation material whsle .....	.4	1.7	D	D	—	—	D	D
42139	Other construction materials whsle .....	D	D	D	D	—	—	—	—
421390	Other construction materials whsle .....	D	D	D	D	—	—	—	—
4213901	Flat glass & other construction glass whsle .....	D	D	D	D	—	—	—	—
4213902	Other construction materials whsle .....	D	D	D	D	—	—	—	—
4214	Professional & commercial equipment & supplies whsle .....	D	D	D	D	D	D	D	D
42141	Photographic equipment & supplies whsle .....	D	D	D	D	D	D	D	D
421410	Photographic equipment & supplies whsle ...	D	D	D	D	D	D	D	D
42142	Office equipment whsle .....	D	D	D	D	D	D	D	D
421420	Office equipment whsle .....	D	D	D	D	D	D	D	D
42143	Computer & computer peripheral equipment & software whsle .....	D	D	D	D	D	D	D	D
421430	Computer & computer peripheral equipment & software whsle .....	D	D	D	D	D	D	D	D
4214301	Computer & peripheral equipment whsle ..	D	D	D	D	D	D	D	D
42143011	Computers & peripheral equipment for resale .....	D	D	D	D	D	D	D	D
42143012	Computers & peripheral equipment for end use .....	D	D	D	D	D	D	D	D
4214302	Computer software (packaged) whsle .....	D	D	D	D	D	D	D	D

See footnotes at end of table.



**Table 4. Percent of Sales Data Based on Administrative Records and Estimation for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

NAICS code	Geographic area and kind of business	All types of operation percent of sales—		Merchant wholesalers percent of sales—		Manufacturers' sales branches and offices percent of sales—		Agents, brokers, and commission merchants percent of sales—	
		From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>
	<b>BOSTON—WORCESTER—LAWRENCE, MA—NH—ME—CT CMSA—Con.</b>								
<b>42</b>	<b>Wholesale trade—Con.</b>								
421	Wholesale trade, durable goods—Con.								
4214	Professional & commercial equipment & supplies whsle—Con.								
42144	Other commercial equipment whsle . . . . .	D	D	20.8	1.9	—	—	D	D
421440	Other commercial equipment whsle . . . . .	D	D	20.8	1.9	—	—	D	D
4214401	Restaurant & hotel equipment & supplies whsle . . . . .	D	D	D	D	—	—	D	D
4214402	Store machines & equipment whsle . . . . .	D	D	D	D	—	—	D	D
42145	Medical, dental, & hospital equipment & supplies whsle . . . . .	D	D	6.8	15.4	D	D	.2	—
421450	Medical, dental, & hospital equipment & supplies whsle . . . . .	D	D	6.8	15.4	D	D	.2	—
4214501	Surgical, medical, & hospital supplies whsle . . . . .	D	D	D	D	D	D	.2	—
4214502	Dental equipment & supplies whsle . . . . .	D	D	D	D	—	—	—	—
42146	Ophthalmic goods whsle . . . . .	D	D	D	D	—	—	D	D
421460	Ophthalmic goods whsle . . . . .	D	D	D	D	—	—	D	D
42149	Other professional equipment & supplies whsle . . . . .	D	D	D	D	D	D	32.9	2.7
421490	Other professional equipment & supplies whsle . . . . .	D	D	D	D	D	D	32.9	2.7
4214901	Religious & school supplies whsle . . . . .	D	D	D	D	—	—	—	—
4214902	Other professional equipment & supplies whsle . . . . .	D	D	D	D	D	D	32.9	2.7
4215	Metal & mineral (except petroleum) whsle . . . . .	3.1	3.1	D	D	D	D	D	D
42151	Metal service centers & offices . . . . .	D	D	D	D	D	D	D	D
421510	Metal service centers & offices . . . . .	D	D	D	D	D	D	D	D
4215101	Ferrous metal service centers & sales offices . . . . .	D	D	D	D	D	D	D	D
42151011	Ferrous metal service centers . . . . .	3.2	2.9	D	D	D	D	—	—
42151012	Ferrous metal sales offices . . . . .	D	D	D	D	—	—	D	D
4215102	Nonferrous metal service centers & sales offices . . . . .	D	D	D	D	—	—	D	D
42151021	Nonferrous metal service centers . . . . .	D	D	D	D	—	—	D	D
42151022	Nonferrous metal sales offices . . . . .	D	D	—	—	—	—	D	D
4216	Electrical goods whsle . . . . .	D	D	D	D	—	5.5	.1	1.1
42161	Electrical apparatus & equip, wiring supp, & const material whsle . . . . .	D	D	D	D	—	5.1	—	.8
421610	Electrical apparatus & equip, wiring supp, & const material whsle . . . . .	D	D	D	D	—	5.1	—	.8
42162	Electrical appliance, television & radio set whsle . . . . .	1.6	8.2	D	D	D	D	D	D
421620	Electrical appliance, television & radio set whsle . . . . .	1.6	8.2	D	D	D	D	D	D
42169	Other electronic parts & equipment whsle . . . . .	D	D	D	D	D	D	D	D
421690	Other electronic parts & equipment whsle . . . . .	D	D	D	D	D	D	D	D
4216901	Communications equipment & supplies whsle . . . . .	D	D	D	D	D	D	D	D
4216902	Electronic parts (excluding communications equipment) whsle . . . . .	D	D	D	D	D	D	D	D
4217	Hardware, & plumbing & heating equipment & supplies whsle . . . . .	D	D	D	D	D	D	.2	—
42171	Hardware whsle . . . . .	D	D	D	D	D	D	D	D
421710	Hardware whsle . . . . .	D	D	D	D	D	D	D	D
42172	Plumbing & heating equipment & supplies (hydronics) whsle . . . . .	D	D	D	D	D	D	D	D
421720	Plumbing & heating equipment & supplies (hydronics) whsle . . . . .	D	D	D	D	D	D	D	D
42173	Warm air heating & air-conditioning equipment & supplies whsle . . . . .	D	D	D	D	—	—	D	D
421730	Warm air heating & air-conditioning equipment & supplies whsle . . . . .	D	D	D	D	—	—	D	D
42174	Refrigeration equipment & supplies whsle . . . . .	D	D	D	D	D	D	—	—
421740	Refrigeration equipment & supplies whsle . . . . .	D	D	D	D	D	D	—	—
4218	Machinery, equipment, & supplies whsle . . . . .	D	D	D	D	D	D	D	D
42181	Construction & mining (except petroleum) machinery & equip whsle . . . . .	D	D	D	D	—	—	D	D
421810	Construction & mining (except petroleum) machinery & equip whsle . . . . .	D	D	D	D	—	—	D	D
42182	Farm & garden machinery & equipment whsle . . . . .	D	D	D	D	—	—	D	D
421820	Farm & garden machinery & equipment whsle . . . . .	D	D	D	D	—	—	D	D
4218201	Farm machinery & equipment—farm dealers . . . . .	D	D	D	D	—	—	—	—
4218202	Farm machinery & equipment—whsle distributors . . . . .	D	D	D	D	—	—	—	—
4218203	Lawn & garden machinery & equipment whsle . . . . .	D	D	D	D	—	—	D	D

See footnotes at end of table.

**Table 4. Percent of Sales Data Based on Administrative Records and Estimation for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

NAICS code	Geographic area and kind of business	All types of operation percent of sales—		Merchant wholesalers percent of sales—		Manufacturers' sales branches and offices percent of sales—		Agents, brokers, and commission merchants percent of sales—	
		From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>
<b>42</b>	<b>BOSTON—WORCESTER—LAWRENCE, MA—NH—ME—CT CMSA—Con.</b>								
	<b>Wholesale trade—Con.</b>								
421	Wholesale trade, durable goods—Con.								
4218	Machinery, equipment, & supplies whsle—Con.								
42183	Industrial machinery & equipment whsle.....	D	D	D	D	D	D	D	D
421830	Industrial machinery & equipment whsle.....	D	D	D	D	D	D	D	D
4218301	Food-processing machinery & equipment whsle.....	D	D	D	D	—	—	D	D
4218302	Hydraulic & pneumatic (fluid-power) machinery & equipment whsle.....	D	D	D	D	—	—	D	D
42183021	Hydraulic & pneumatic pumps & motors whsle.....	D	D	D	D	—	—	D	D
42183022	Hydraulic & pneumatic parts, accessories, & supplies whsle.....	D	D	D	D	—	—	—	—
4218303	General-purpose industrial machinery & equipment whsle.....	D	D	2.3	3.1	D	D	D	D
4218304	Metalworking machinery & equipment whsle.....	D	D	D	D	—	—	—	—
4218305	Materials handling equipment whsle.....	D	D	D	D	—	—	D	D
4218306	Oilwell, oil refinery, & pipeline mach, equip, & supplies whsle.....	D	D	D	D	—	—	—	—
4218307	Other industrial machinery & equipment whsle.....	6.0	2.7	8.4	3.3	—	2.0	1.2	.3
42184	Industrial supplies whsle.....	D	D	D	D	D	D	D	D
421840	Industrial supplies whsle.....	D	D	D	D	D	D	D	D
4218401	General-line industrial supplies whsle.....	D	D	D	D	—	—	—	—
4218402	Mechanical power transmission supplies whsle.....	D	D	D	D	—	—	D	D
4218403	Welding supplies whsle.....	D	D	D	D	—	—	—	—
4218404	Industrial containers & supplies whsle.....	D	D	D	D	D	D	—	—
4218405	Industrial valves & fittings (except fluid-power) whsle.....	D	D	D	D	D	D	D	D
4218406	Other industrial supplies whsle.....	D	D	D	D	D	D	—	—
42185	Service establishment equipment & supplies whsle.....	D	D	D	D	D	D	D	D
421850	Service establishment equipment & supplies whsle.....	D	D	D	D	D	D	D	D
4218501	Beauty & barber shop equipment & supplies whsle.....	D	D	D	D	—	—	—	—
4218502	Custodial, janitors' equipment & supplies whsle.....	D	D	55.6	5.2	—	—	D	D
4218503	Laundry & dry-cleaning equipment & supplies whsle.....	D	D	D	D	D	D	—	—
4218504	Other service establishment equipment & supplies whsle.....	D	D	D	D	—	—	—	—
42186	Transportation equipment & supplies (exc motor vehicle) whsle.....	D	D	D	D	—	—	—	—
421860	Transportation equipment & supplies (exc motor vehicle) whsle.....	D	D	D	D	—	—	—	—
4218601	Aircraft & aeronautical equipment & supplies whsle.....	D	D	D	D	—	—	—	—
4218602	Marine machinery, equipment, & supplies whsle.....	D	D	D	D	—	—	—	—
4219	Miscellaneous durable goods whsle.....	D	D	6.0	4.3	D	D	D	D
42191	Sporting & recreational goods & supplies whsle.....	D	D	D	D	D	D	D	D
421910	Sporting & recreational goods & supplies whsle.....	D	D	D	D	D	D	D	D
42192	Toy & hobby goods & supplies whsle.....	2.6	4.9	D	D	—	—	D	D
421920	Toy & hobby goods & supplies whsle.....	2.6	4.9	D	D	—	—	D	D
42193	Recyclable material whsle.....	D	D	D	D	—	—	D	D
421930	Recyclable material whsle.....	D	D	D	D	—	—	D	D
4219301	Iron & steel scrap processors & dealers.....	D	D	D	D	—	—	D	D
42193011	Iron & steel scrap processors (using power processing equipment).....	D	D	D	D	—	—	—	—
42193012	Iron & steel scrap processors (not using power processing equip).....	D	D	D	D	—	—	—	—
4219302	Recyclable paper & paperboard whsle.....	D	D	D	D	—	—	—	—
4219303	Other recyclable material whsle.....	D	D	11.0	18.0	—	—	—	—
42194	Jewelry/watch/silverware/precious stone, & precious metal whsle.....	D	D	D	D	—	—	D	D
421940	Jewelry/watch/silverware/precious stone, & precious metal whsle.....	D	D	D	D	—	—	D	D
4219401	Jewelry, watch, diamonds, precious stone, & silverware whsle.....	16.4	1.6	D	D	—	—	D	D
4219402	Precious metal (excluding ores) whsle.....	D	D	D	D	—	—	—	—
42199	Other miscellaneous durable goods whsle.....	D	D	2.9	2.7	D	D	D	D
421990	Other miscellaneous durable goods whsle.....	D	D	2.9	2.7	D	D	D	D
4219901	Musical instruments & supplies whsle.....	D	D	D	D	—	—	—	—
4219902	Forest products (except lumber) whsle.....	D	D	D	D	—	—	—	—
4219903	General merchandise (durable goods) whsle.....	D	D	D	D	—	—	D	D
4219904	Prerecorded media whsle.....	D	D	D	D	—	—	—	—
42199041	Compact discs/prerecorded audio tapes, & phonograph records whsle.....	D	D	D	D	—	—	—	—
42199042	Prerecorded video tapes whsle.....	D	D	D	D	—	—	—	—
4219905	Fire extinguishers & fire safety equipment whsle.....	D	D	D	D	—	—	—	—
4219906	Other durable goods whsle.....	D	D	D	D	—	—	D	D

See footnotes at end of table.

**Table 4. Percent of Sales Data Based on Administrative Records and Estimation for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

NAICS code	Geographic area and kind of business	All types of operation percent of sales—		Merchant wholesalers percent of sales—		Manufacturers' sales branches and offices percent of sales—		Agents, brokers, and commission merchants percent of sales—	
		From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>
<b>42</b>	<b>BOSTON—WORCESTER—LAWRENCE, MA—NH—ME—CT CMSA—Con.</b>								
	<b>Wholesale trade—Con.</b>								
422	Wholesale trade, nondurable goods .....	D	D	D	D	D	D	.1	1.0
4221	Paper & paper product whsle .....	D	D	D	D	—	21.8	D	D
42211	Printing & writing paper whsle .....	.2	14.8	D	D	D	D	—	—
422110	Printing & writing paper whsle .....	.2	14.8	D	D	D	D	—	—
42212	Stationery & office supplies whsle .....	D	D	D	D	—	10.1	D	D
422120	Stationery & office supplies whsle .....	D	D	D	D	—	10.1	D	D
42213	Industrial & personal service paper whsle .....	D	D	D	D	—	—	1.2	—
422130	Industrial & personal service paper whsle .....	D	D	D	D	—	—	1.2	—
4222	Drugs, & druggists' sundries whsle .....	D	D	D	D	D	D	D	D
42221	Drugs, & druggists' sundries whsle .....	D	D	D	D	D	D	D	D
422210	Drugs, & druggists' sundries whsle .....	D	D	D	D	D	D	D	D
4222101	General-line drugs whsle .....	D	D	D	D	—	—	—	—
4222102	Specialty-line drug, pharmaceutical, cosmetic, & toiletries whsle .....	D	D	D	D	D	D	D	D
4223	Apparel, piece goods, & notions whsle .....	D	D	D	D	D	D	D	D
42231	Piece goods, notions, & other dry goods whsle .....	D	D	D	D	D	D	D	D
422310	Piece goods, notions, & other dry goods whsle .....	D	D	D	D	D	D	D	D
4223101	Piece goods—jobbers .....	D	D	D	D	—	—	.1	—
4223102	Notions & other dry goods whsle .....	D	D	D	D	—	—	—	—
42232	Men's & boys' clothing & furnishings whsle .....	D	D	D	D	—	—	D	D
422320	Men's & boys' clothing & furnishings whsle .....	D	D	D	D	—	—	D	D
42233	Women's, children's, & infants' clothing & accessories whsle .....	D	D	D	D	—	—	D	D
422330	Women's, children's, & infants' clothing & accessories whsle .....	D	D	D	D	—	—	D	D
42234	Footwear whsle .....	2.8	2.2	D	D	D	D	D	D
422340	Footwear whsle .....	2.8	2.2	D	D	D	D	D	D
4224	Grocery & related products whsle .....	D	D	10.4	3.8	—	.5	D	D
42241	General-line grocery whsle .....	D	D	D	D	—	—	D	D
422410	General-line grocery whsle .....	D	D	D	D	—	—	D	D
4224103	Other general-line grocery whsle .....	D	D	D	D	—	—	D	D
42242	Packaged frozen food whsle .....	D	D	D	D	D	D	D	D
422420	Packaged frozen food whsle .....	D	D	D	D	D	D	D	D
42243	Dairy products, (except dried or canned) whsle .....	D	D	D	D	—	—	D	D
422430	Dairy products, (except dried or canned) whsle .....	D	D	D	D	—	—	D	D
4224302	Dairy product (except raw milk) whsle .....	D	D	D	D	—	—	D	D
42244	Poultry & poultry product whsle .....	D	D	D	D	—	—	D	D
422440	Poultry & poultry product whsle .....	D	D	D	D	—	—	D	D
4224401	Live poultry whsle .....	D	D	—	—	—	—	D	D
4224402	Poultry & poultry product (except live) whsle .....	D	D	D	D	—	—	D	D
42245	Confectionery whsle .....	D	D	D	D	D	D	D	D
422450	Confectionery whsle .....	D	D	D	D	D	D	D	D
42246	Fish & seafood whsle .....	D	D	D	D	D	D	—	—
422460	Fish & seafood whsle .....	D	D	D	D	D	D	—	—
42247	Meat & meat product whsle .....	D	D	D	D	—	—	—	—
422470	Meat & meat product whsle .....	D	D	D	D	—	—	—	—
42248	Fresh fruit & vegetable whsle .....	D	D	D	D	—	—	D	D
422480	Fresh fruit & vegetable whsle .....	D	D	D	D	—	—	D	D
42249	Other grocery & related products whsle .....	3.6	1.2	14.6	3.8	—	.5	.2	.1
422490	Other grocery & related products whsle .....	3.6	1.2	14.6	3.8	—	.5	.2	.1
4224901	Coffee, tea, & spice whsle .....	D	D	D	D	—	—	D	D
4224902	Bread & baked goods whsle .....	D	D	D	D	D	D	D	D
4224903	Soft drinks whsle .....	D	D	D	D	D	D	—	—
4224904	Canned goods whsle .....	D	D	D	D	—	—	D	D
4224905	Food & beverage basic materials whsle .....	D	D	D	D	D	D	D	D
4224906	Other grocery specialties whsle .....	D	D	1.2	5.7	D	D	D	D
4225	Farm-product raw material whsle .....	D	D	D	D	—	—	D	D
42259	Other farm product raw material whsle .....	D	D	D	D	—	—	D	D
422590	Other farm product raw material whsle .....	D	D	D	D	—	—	D	D
4225901	Hides, skins, & pelts whsle .....	D	D	D	D	—	—	—	—
4225903	Wool, wool tops, & mohair whsle .....	D	D	D	D	—	—	D	D
4226	Chemical & allied products whsle .....	D	D	D	D	—	11.2	D	D
42261	Plastics materials & basic forms & shapes whsle .....	D	D	D	D	—	—	D	D
422610	Plastics materials & basic forms & shapes whsle .....	D	D	D	D	—	—	D	D
42269	Other chemical & allied products whsle .....	D	D	D	D	D	D	D	D
422690	Other chemical & allied products whsle .....	D	D	D	D	D	D	D	D
4226901	Industrial gases (except LP) whsle .....	D	D	D	D	D	D	—	—
4226902	Other chemical & allied products whsle .....	D	D	8.4	18.7	D	D	D	D

See footnotes at end of table.

Table 4. **Percent of Sales Data Based on Administrative Records and Estimation for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

NAICS code	Geographic area and kind of business	All types of operation percent of sales—		Merchant wholesalers percent of sales—		Manufacturers' sales branches and offices percent of sales—		Agents, brokers, and commission merchants percent of sales—	
		From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>
	<b>BOSTON—WORCESTER—LAWRENCE, MA—NH—ME—CT CMSA—Con.</b>								
<b>42</b>	<b>Wholesale trade—Con.</b>								
422	Wholesale trade, nondurable goods—Con.								
4227	Petroleum & petroleum products whsle .....	D	D	D	D	D	D	D	D
42271	Petroleum bulk stations & terminals .....	D	D	D	D	D	D	D	D
422710	Petroleum bulk stations & terminals .....	D	D	D	D	D	D	D	D
4227101	Petroleum bulk stations & terminals (except LP) .....	D	D	D	D	D	D	D	D
42271011	Petroleum bulk stations (except LP) .....	D	D	D	D	D	D	D	D
42271012	Petroleum bulk terminals (except LP) .....	D	D	D	D	D	D	D	D
42272	Petroleum & petroleum prod whsle (exc bulk stations & terminals) .....	D	D	D	D	—	—	D	D
422720	Petroleum & petroleum prod whsle (exc bulk stations & terminals) .....	D	D	D	D	—	—	D	D
4228	Beer, wine, & distilled alcoholic beverage whsle ..	D	D	D	D	D	D	D	D
42281	Beer & ale whsle .....	D	D	D	D	—	—	—	—
422810	Beer & ale whsle .....	D	D	D	D	—	—	—	—
42282	Wine & distilled alcoholic beverage whsle .....	D	D	D	D	—	—	D	D
422820	Wine & distilled alcoholic beverage whsle .....	D	D	D	D	—	—	D	D
4228201	Wine & distilled alcoholic bev (licensed operation) whsle .....	D	D	D	D	—	—	D	D
4229	Miscellaneous nondurable goods whsle .....	D	D	D	D	D	D	D	D
42291	Farm supplies whsle .....	D	D	D	D	—	—	—	—
422910	Farm supplies whsle .....	D	D	D	D	—	—	—	—
4229101	Farm supplies—farm dealers .....	D	D	D	D	—	—	—	—
4229102	Farm supplies—whsle distributors .....	D	D	D	D	—	—	—	—
42292	Book, periodical, & newspaper whsle .....	D	D	D	D	D	D	D	D
422920	Book, periodical, & newspaper whsle .....	D	D	D	D	D	D	D	D
42293	Flower, nursery stock, & florists' supplies whsle .....	D	D	12.6	9.5	—	—	D	D
422930	Flower, nursery stock, & florists' supplies whsle .....	D	D	12.6	9.5	—	—	D	D
42294	Tobacco & tobacco product whsle .....	.3	1.4	D	D	—	—	—	—
422940	Tobacco & tobacco product whsle .....	.3	1.4	D	D	—	—	—	—
42295	Paint, varnish, & supplies whsle .....	D	D	D	D	—	—	—	—
422950	Paint, varnish, & supplies whsle .....	D	D	D	D	—	—	—	—
4229501	Paint, varnish, & supplies whsle .....	D	D	D	D	—	—	—	—
42299	Other miscellaneous nondurable goods whsle ..	D	D	D	D	D	D	D	D
422990	Other miscellaneous nondurable goods whsle ..	D	D	D	D	D	D	D	D
4229901	Art goods whsle .....	D	D	D	D	—	—	D	D
4229902	General merchandise (nondurable goods) whsle ..	D	D	D	D	—	—	—	—
4229903	Textile bags, bagging, & burlap whsle .....	D	D	D	D	—	—	—	—
4229904	Other nondurable goods whsle .....	2.3	.8	D	D	D	D	D	D
	<b>Boston, MA—NH PMSA</b>								
<b>42</b>	<b>Wholesale trade .....</b>	<b>5.7</b>	<b>3.6</b>	<b>11.0</b>	<b>5.4</b>	<b>—</b>	<b>2.4</b>	<b>.2</b>	<b>.8</b>
421	Wholesale trade, durable goods .....	3.0	4.1	6.2	6.8	D	D	D	D
4211	Motor vehicle & motor vehicle parts & supplies whsle .....	1.3	.6	D	D	D	D	D	D
42111	Automobile & other motor vehicle whsle .....	.5	.1	D	D	D	D	D	D
421110	Automobile & other motor vehicle whsle .....	.5	.1	D	D	D	D	D	D
4211101	Automobile & motorcycle whsle .....	D	D	D	D	—	—	D	D
4211102	Bus & recreational vehicle whsle .....	D	D	D	D	—	—	—	—
4211103	Light truck & van (14,000 lb or less) whsle ..	D	D	—	—	D	D	—	—
4211104	Medium truck & tractor (14,001 lb to 26,000 lb) whsle .....	D	D	D	D	—	—	—	—
4211105	Heavy truck & tractor (over 26,000 lb) whsle ..	D	D	D	D	—	—	—	—
42112	Motor vehicle supplies & new parts whsle .....	2.9	5.3	5.7	9.6	D	D	D	D
421120	Motor vehicle supplies & new parts whsle .....	2.9	5.3	5.7	9.6	D	D	D	D
4211201	Motor vehicle supplies & new parts—warehouse distributors .....	D	D	D	D	—	—	D	D
4211202	Motor vehicle supplies & new parts—jobbers .....	3.5	5.0	D	D	D	D	D	D
42113	Tire & tube whsle .....	D	D	D	D	—	—	—	—
421130	Tire & tube whsle .....	D	D	D	D	—	—	—	—
42114	Motor vehicle parts, (used) whsle .....	D	D	D	D	—	—	—	—
421140	Motor vehicle parts, (used) whsle .....	D	D	D	D	—	—	—	—

See footnotes at end of table.

**Table 4. Percent of Sales Data Based on Administrative Records and Estimation for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

NAICS code	Geographic area and kind of business	All types of operation percent of sales—		Merchant wholesalers percent of sales—		Manufacturers' sales branches and offices percent of sales—		Agents, brokers, and commission merchants percent of sales—	
		From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>
	<b>BOSTON—WORCESTER—LAWRENCE, MA—NH—ME—CT CMSA—Con.</b>								
	<b>Boston, MA—NH PMSA—Con.</b>								
<b>42</b>	<b>Wholesale trade—Con.</b>								
421	Wholesale trade, durable goods—Con.								
4212	Furniture & home furnishings whsle . . . . .	4.0	3.2	D	D	D	D	D	D
42121	Furniture whsle . . . . .	1.7	3.7	D	D	D	D	D	D
421210	Furniture whsle . . . . .	1.7	3.7	D	D	D	D	D	D
4212101	Household & lawn furniture whsle . . . . .	3.7	1.4	D	D	—	—	D	D
4212102	Office & business furniture whsle . . . . .	.9	4.6	D	D	D	D	D	D
42122	Home furnishings whsle . . . . .	6.6	2.7	D	D	D	D	D	D
421220	Home furnishings whsle . . . . .	6.6	2.7	D	D	D	D	D	D
4212201	Household china, glassware, & crockery whsle . . . . .	12.7	.4	D	D	—	—	—	—
4212202	Linens, domestics, draperies, & curtains whsle . . . . .	1.2	5.6	D	D	D	D	D	D
4212203	Floor coverings whsle . . . . .	9.1	.2	D	D	—	—	—	—
4212204	Other home furnishings whsle . . . . .	10.1	.5	D	D	—	—	D	D
4213	Lumber & other construction materials whsle . . . . .	8.6	8.9	11.1	11.5	D	D	D	D
42131	Lumber, plywood, millwork, & wood panel whsle . . . . .	6.9	12.5	D	D	—	—	D	D
421310	Lumber, plywood, millwork, & wood panel whsle . . . . .	6.9	12.5	D	D	—	—	D	D
4213101	Lumber without yard whsle . . . . .	D	D	D	D	—	—	—	—
4213102	Lumber with yard whsle . . . . .	D	D	D	D	—	—	—	—
4213103	Plywood, veneer, millwork, & wood panel whsle . . . . .	2.3	9.7	D	D	—	—	D	D
42132	Brick, stone, & related construction materials whsle . . . . .	11.9	.8	D	D	D	D	—	—
421320	Brick, stone, & related construction materials whsle . . . . .	11.9	.8	D	D	D	D	—	—
4213201	Brick, block, tile, clay/cement sewer pipe whsle . . . . .	25.7	1.6	D	D	—	—	—	—
4213202	Sand, gravel, & stone whsle . . . . .	47.5	—	D	D	—	—	—	—
4213203	Cement, lime, & related products whsle . . . . .	.7	.7	D	D	—	—	—	—
42133	Roofing, siding, & insulation material whsle . . . . .	—	2.1	D	D	—	—	D	D
421330	Roofing, siding, & insulation material whsle . . . . .	—	2.1	D	D	—	—	D	D
4213301	Roofing, siding, & insulation material whsle . . . . .	—	2.1	D	D	—	—	D	D
42139	Other construction materials whsle . . . . .	24.4	7.0	D	D	—	—	—	—
421390	Other construction materials whsle . . . . .	24.4	7.0	D	D	—	—	—	—
4213901	Flat glass & other construction glass whsle . . . . .	D	D	D	D	—	—	—	—
4213902	Other construction materials whsle . . . . .	D	D	D	D	—	—	—	—
4214	Professional & commercial equipment & supplies whsle . . . . .	3.3	6.0	5.1	8.1	—	2.9	2.5	.9
42141	Photographic equipment & supplies whsle . . . . .	.2	4.1	D	D	D	D	D	D
421410	Photographic equipment & supplies whsle . . . . .	.2	4.1	D	D	D	D	D	D
42142	Office equipment whsle . . . . .	1.6	8.2	3.0	7.2	D	D	D	D
421420	Office equipment whsle . . . . .	1.6	8.2	3.0	7.2	D	D	D	D
42143	Computer & computer peripheral equipment & software whsle . . . . .	3.4	5.7	4.9	7.1	—	3.1	.1	1.6
421430	Computer & computer peripheral equipment & software whsle . . . . .	3.4	5.7	4.9	7.1	—	3.1	.1	1.6
4214301	Computer & peripheral equipment whsle . . . . .	3.6	5.8	5.1	6.9	D	D	D	D
42143011	Computers & peripheral equipment for resale . . . . .	5.2	4.8	6.8	4.9	D	D	D	D
42143012	Computers & peripheral equipment for end use . . . . .	1.9	6.8	3.0	9.5	D	D	D	D
4214302	Computer software (packaged) whsle . . . . .	1.8	5.7	2.8	8.5	D	D	D	D
42144	Other commercial equipment whsle . . . . .	15.5	1.7	D	D	—	—	D	D
421440	Other commercial equipment whsle . . . . .	15.5	1.7	D	D	—	—	D	D
4214401	Restaurant & hotel equipment & supplies whsle . . . . .	21.4	2.0	D	D	—	—	D	D
4214402	Store machines & equipment whsle . . . . .	4.1	1.0	D	D	—	—	D	D
42145	Medical, dental, & hospital equipment & supplies whsle . . . . .	3.9	8.7	7.2	15.8	D	D	D	D
421450	Medical, dental, & hospital equipment & supplies whsle . . . . .	3.9	8.7	7.2	15.8	D	D	D	D
4214501	Surgical, medical, & hospital supplies whsle . . . . .	4.0	8.8	7.7	16.5	D	D	D	D
4214502	Dental equipment & supplies whsle . . . . .	1.2	7.1	1.2	7.1	—	—	—	—
42146	Ophthalmic goods whsle . . . . .	9.3	3.2	D	D	—	—	D	D
421460	Ophthalmic goods whsle . . . . .	9.3	3.2	D	D	—	—	D	D
42149	Other professional equipment & supplies whsle . . . . .	3.1	2.9	D	D	D	D	D	D
421490	Other professional equipment & supplies whsle . . . . .	3.1	2.9	D	D	D	D	D	D
4214901	Religious & school supplies whsle . . . . .	D	D	D	D	—	—	—	—
4214902	Other professional equipment & supplies whsle . . . . .	D	D	D	D	—	—	—	—

See footnotes at end of table.

**Table 4. Percent of Sales Data Based on Administrative Records and Estimation for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E.]

NAICS code	Geographic area and kind of business	All types of operation percent of sales—		Merchant wholesalers percent of sales—		Manufacturers' sales branches and offices percent of sales—		Agents, brokers, and commission merchants percent of sales—	
		From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>
	<b>BOSTON—WORCESTER—LAWRENCE, MA—NH—ME—CT CMSA—Con.</b>								
	<b>Boston, MA—NH PMSA—Con.</b>								
<b>42</b>	<b>Wholesale trade—Con.</b>								
421	Wholesale trade, durable goods—Con.								
4215	Metal & mineral (except petroleum) whsle .....	D	D	D	D	D	D	D	D
42151	Metal service centers & offices .....	D	D	2.9	1.0	D	D	D	D
421510	Metal service centers & offices .....	D	D	2.9	1.0	D	D	D	D
4215101	Ferrous metal service centers & sales offices .....	3.1	1.9	D	D	—	—	D	D
42151011	Ferrous metal service centers .....	D	D	D	D	—	—	—	—
42151012	Ferrous metal sales offices .....	D	D	D	D	—	—	D	D
4215102	Nonferrous metal service centers & sales offices .....	D	D	D	D	—	—	—	—
42151021	Nonferrous metal service centers .....	.2	1.4	D	D	—	—	—	—
42151022	Nonferrous metal sales offices .....	D	D	—	—	—	—	—	—
4216	Electrical goods whsle .....	1.5	6.6	3.4	11.2	D	D	D	D
42161	Electrical apparatus & equip, wiring supp, & const material whsle .....	4.7	6.4	10.5	12.6	—	2.6	—	.8
421610	Electrical apparatus & equip, wiring supp, & const material whsle .....	4.7	6.4	10.5	12.6	—	2.6	—	.8
42162	Electrical appliance, television & radio set whsle .....	1.3	9.3	D	D	—	—	D	D
421620	Electrical appliance, television & radio set whsle .....	1.3	9.3	D	D	—	—	D	D
42169	Other electronic parts & equipment whsle .....	.8	6.3	D	D	D	D	D	D
421690	Other electronic parts & equipment whsle .....	.8	6.3	D	D	D	D	D	D
4216901	Communications equipment & supplies whsle .....	2.2	8.4	6.9	12.1	D	D	D	D
4216902	Electronic parts (excluding communications equipment) whsle .....	.5	5.7	D	D	D	D	D	D
4217	Hardware, & plumbing & heating equipment & supplies whsle .....	10.1	1.6	24.9	3.5	D	D	D	D
42171	Hardware whsle .....	11.0	1.6	35.4	4.2	D	D	D	D
421710	Hardware whsle .....	11.0	1.6	35.4	4.2	D	D	D	D
42172	Plumbing & heating equipment & supplies (hydronics) whsle .....	5.9	1.3	13.1	2.9	D	D	D	D
421720	Plumbing & heating equipment & supplies (hydronics) whsle .....	5.9	1.3	13.1	2.9	D	D	D	D
42173	Warm air heating & air-conditioning equipment & supplies whsle .....	D	D	D	D	—	—	D	D
421730	Warm air heating & air-conditioning equipment & supplies whsle .....	D	D	D	D	—	—	D	D
42174	Refrigeration equipment & supplies whsle .....	D	D	D	D	—	—	—	—
421740	Refrigeration equipment & supplies whsle .....	D	D	D	D	—	—	—	—
4218	Machinery, equipment, & supplies whsle .....	4.7	4.2	D	D	—	.6	D	D
42181	Construction & mining (except petroleum) machinery & equip whsle .....	1.4	2.6	D	D	—	—	—	—
421810	Construction & mining (except petroleum) machinery & equip whsle .....	1.4	2.6	D	D	—	—	—	—
42182	Farm & garden machinery & equipment whsle .....	D	D	D	D	—	—	D	D
421820	Farm & garden machinery & equipment whsle .....	D	D	D	D	—	—	D	D
4218202	Farm machinery & equipment—whsle distributors .....	D	D	D	D	—	—	—	—
4218203	Lawn & garden machinery & equipment whsle .....	—	.1	—	—	—	—	—	—
42183	Industrial machinery & equipment whsle .....	5.8	4.1	8.5	6.0	—	1.4	.4	—
421830	Industrial machinery & equipment whsle .....	5.8	4.1	8.5	6.0	—	1.4	.4	—
4218301	Food-processing machinery & equipment whsle .....	3.1	.9	2.7	1.4	—	—	4.0	—
4218302	Hydraulic & pneumatic (fluid-power) machinery & equipment whsle .....	4.4	2.8	5.6	3.6	—	—	D	D
42183021	Hydraulic & pneumatic pumps & motors whsle .....	4.6	5.9	D	D	—	—	D	D
42183022	Hydraulic & pneumatic parts, accessories, & supplies whsle .....	4.2	—	D	D	—	—	—	—
4218303	General-purpose industrial machinery & equipment whsle .....	1.4	1.6	2.8	3.1	D	D	D	D
4218304	Metalworking machinery & equipment whsle .....	7.1	10.8	8.6	13.0	—	—	D	D
4218305	Materials handling equipment whsle .....	14.2	11.9	20.2	15.6	—	—	D	D
4218306	Oilwell, oil refinery, & pipeline mach, equip, & supplies whsle .....	D	D	D	D	—	—	—	—
4218307	Other industrial machinery & equipment whsle .....	D	D	D	D	D	D	D	D
42184	Industrial supplies whsle .....	3.1	4.3	7.7	10.4	D	D	D	D
421840	Industrial supplies whsle .....	3.1	4.3	7.7	10.4	D	D	D	D
4218401	General-line industrial supplies whsle .....	D	D	D	D	—	—	—	—
4218402	Mechanical power transmission supplies whsle .....	.8	9.7	1.1	13.0	—	—	—	—
4218403	Welding supplies whsle .....	D	D	D	D	—	—	—	—
4218404	Industrial containers & supplies whsle .....	D	D	D	D	—	—	D	D
4218405	Industrial valves & fittings (except fluid-power) whsle .....	—	1.0	D	D	—	—	D	D
4218406	Other industrial supplies whsle .....	D	D	D	D	D	D	—	—

See footnotes at end of table.

**Table 4. Percent of Sales Data Based on Administrative Records and Estimation for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

NAICS code	Geographic area and kind of business	All types of operation percent of sales—		Merchant wholesalers percent of sales—		Manufacturers' sales branches and offices percent of sales—		Agents, brokers, and commission merchants percent of sales—	
		From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>
	<b>BOSTON—WORCESTER—LAWRENCE, MA—NH—ME—CT CMSA—Con.</b>								
	<b>Boston, MA—NH PMSA—Con.</b>								
<b>42</b>	<b>Wholesale trade—Con.</b>								
421	Wholesale trade, durable goods—Con.								
4218	Machinery, equipment, & supplies whsle—Con.								
42185	Service establishment equipment & supplies whsle .....	7.3	9.3	D	D	—	—	D	D
421850	Service establishment equipment & supplies whsle .....	7.3	9.3	D	D	—	—	D	D
4218501	Beauty & barber shop equipment & supplies whsle .....	—	31.4	D	D	—	—	—	—
4218502	Custodial, janitors' equipment & supplies whsle .....	D	D	D	D	—	—	—	—
4218503	Laundry & dry-cleaning equipment & supplies whsle .....	D	D	D	D	—	—	—	—
4218504	Other service establishment equipment & supplies whsle .....	9.6	—	D	D	—	—	—	—
42186	Transportation equipment & supplies (exc motor vehicle) whsle .....	D	D	D	D	—	—	—	—
421860	Transportation equipment & supplies (exc motor vehicle) whsle .....	D	D	D	D	—	—	—	—
4218602	Marine machinery, equipment, & supplies whsle .....	D	D	D	D	—	—	—	—
4219	Miscellaneous durable goods whsle .....	D	D	D	D	D	D	D	D
42191	Sporting & recreational goods & supplies whsle .....	9.0	2.2	D	D	—	—	D	D
421910	Sporting & recreational goods & supplies whsle .....	9.0	2.2	D	D	—	—	D	D
42192	Toy & hobby goods & supplies whsle .....	2.0	4.9	5.7	16.6	—	—	.5	—
421920	Toy & hobby goods & supplies whsle .....	2.0	4.9	5.7	16.6	—	—	.5	—
42193	Recyclable material whsle .....	8.3	7.2	D	D	—	—	D	D
421930	Recyclable material whsle .....	8.3	7.2	D	D	—	—	D	D
4219301	Iron & steel scrap processors & dealers .....	3.0	.9	D	D	—	—	D	D
42193011	Iron & steel scrap processors (using power processing equipment) .....	5.1	1.6	5.1	1.6	—	—	—	—
42193012	Iron & steel scrap processors (not using power processing equip) .....	.5	—	D	D	—	—	—	—
4219302	Recyclable paper & paperboard whsle .....	D	D	D	D	—	—	—	—
4219303	Other recyclable material whsle .....	D	D	D	D	—	—	—	—
42194	Jewelry/watch/silverware/precious stone, & precious metal whsle .....	12.3	1.3	D	D	—	—	D	D
421940	Jewelry/watch/silverware/precious stone, & precious metal whsle .....	12.3	1.3	D	D	—	—	D	D
4219401	Jewelry, watch, diamonds, precious stone, & silverware whsle .....	D	D	D	D	—	—	D	D
4219402	Precious metal (excluding ores) whsle .....	D	D	—	—	—	—	—	—
42199	Other miscellaneous durable goods whsle .....	D	D	2.4	2.3	D	D	D	D
421990	Other miscellaneous durable goods whsle .....	D	D	2.4	2.3	D	D	D	D
4219901	Musical instruments & supplies whsle .....	14.5	—	D	D	—	—	—	—
4219902	Forest products (except lumber) whsle .....	D	D	D	D	—	—	—	—
4219903	General merchandise (durable goods) whsle .....	D	D	D	D	—	—	D	D
4219904	Prerecorded media whsle .....	D	D	D	D	—	—	—	—
42199041	Compact discs/prerecorded audio tapes, & phonograph records whsle .....	D	D	D	D	—	—	—	—
42199042	Prerecorded video tapes whsle .....	D	D	D	D	—	—	—	—
4219905	Fire extinguishers & fire safety equipment whsle .....	4.6	13.1	D	D	—	—	—	—
4219906	Other durable goods whsle .....	D	D	D	D	—	—	—	—
422	Wholesale trade, nondurable goods .....	8.8	3.1	15.8	3.9	D	D	D	D
4221	Paper & paper product whsle .....	1.8	9.4	2.7	3.1	—	28.1	.4	.1
42211	Printing & writing paper whsle .....	.2	15.5	.3	.6	D	D	—	—
422110	Printing & writing paper whsle .....	.2	15.5	.3	.6	D	D	—	—
42212	Stationery & office supplies whsle .....	1.3	5.8	2.5	3.6	D	D	D	D
422120	Stationery & office supplies whsle .....	1.3	5.8	2.5	3.6	D	D	D	D
42213	Industrial & personal service paper whsle .....	5.4	5.0	6.7	6.5	—	—	.9	—
422130	Industrial & personal service paper whsle .....	5.4	5.0	6.7	6.5	—	—	.9	—
4222	Drugs, & druggists' sundries whsle .....	.1	2.4	D	D	D	D	D	D
42221	Drugs, & druggists' sundries whsle .....	.1	2.4	D	D	D	D	D	D
422210	Drugs, & druggists' sundries whsle .....	.1	2.4	D	D	D	D	D	D
4222101	General-line drugs whsle .....	—	3.0	—	3.0	—	—	—	—
4222102	Specialty-line drug, pharmaceutical, cosmetic, & toiletries whsle .....	.2	1.5	D	D	D	D	D	D

See footnotes at end of table.

**Table 4. Percent of Sales Data Based on Administrative Records and Estimation for Metropolitan Areas: 1997—Con.**

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		From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>
	<b>BOSTON—WORCESTER—LAWRENCE, MA—NH—ME—CT CMSA—Con.</b>								
	<b>Boston, MA—NH PMSA—Con.</b>								
<b>42</b>	<b>Wholesale trade—Con.</b>								
422	Wholesale trade, nondurable goods—Con.								
4223	Apparel, piece goods, & notions whsle . . . . .	4.6	2.3	7.2	1.9	—	3.8	.2	2.2
42231	Piece goods, notions, & other dry goods whsle . . . . .	20.9	3.5	39.8	4.6	D	D	D	D
422310	Piece goods, notions, & other dry goods whsle . . . . .	20.9	3.5	39.8	4.6	D	D	D	D
4223101	Piece goods—jobbers . . . . .	25.5	3.3	D	D	—	—	—	—
4223102	Notions & other dry goods whsle . . . . .	1.7	4.1	D	D	—	—	—	—
42232	Men's & boys' clothing & furnishings whsle . . . . .	1.1	8.3	1.6	14.5	—	—	D	D
422320	Men's & boys' clothing & furnishings whsle . . . . .	1.1	8.3	1.6	14.5	—	—	D	D
42233	Women's, children's, & infants' clothing & accessories whsle . . . . .	8.2	5.3	10.7	1.7	—	—	D	D
422330	Women's, children's, & infants' clothing & accessories whsle . . . . .	8.2	5.3	10.7	1.7	—	—	D	D
42234	Footwear whsle . . . . .	3.5	1.2	5.3	.4	D	D	D	D
422340	Footwear whsle . . . . .	3.5	1.2	5.3	.4	D	D	D	D
4224	Grocery & related products whsle . . . . .	4.5	2.4	10.6	4.3	D	D	D	D
42241	General-line grocery whsle . . . . .	3.0	3.2	8.7	3.7	—	—	—	3.0
422410	General-line grocery whsle . . . . .	3.0	3.2	8.7	3.7	—	—	—	3.0
4224103	Other general-line grocery whsle . . . . .	3.0	3.2	8.8	3.7	—	—	—	3.0
42242	Packaged frozen food whsle . . . . .	3.4	.3	8.6	.5	D	D	D	D
422420	Packaged frozen food whsle . . . . .	3.4	.3	8.6	.5	D	D	D	D
42243	Dairy products, (except dried or canned) whsle . . . . .	.1	1.1	D	D	—	—	D	D
422430	Dairy products, (except dried or canned) whsle . . . . .	.1	1.1	D	D	—	—	D	D
4224302	Dairy product (except raw milk) whsle . . . . .	.1	1.1	D	D	—	—	D	D
42244	Poultry & poultry product whsle . . . . .	21.8	3.3	D	D	—	—	D	D
422440	Poultry & poultry product whsle . . . . .	21.8	3.3	D	D	—	—	D	D
4224402	Poultry & poultry product (except live) whsle . . . . .	21.8	3.3	D	D	—	—	—	—
42245	Confectionery whsle . . . . .	D	D	D	D	—	—	D	D
422450	Confectionery whsle . . . . .	D	D	D	D	—	—	D	D
42246	Fish & seafood whsle . . . . .	8.2	3.9	D	D	D	D	—	—
422460	Fish & seafood whsle . . . . .	8.2	3.9	D	D	D	D	—	—
42247	Meat & meat product whsle . . . . .	D	D	D	D	—	—	—	—
422470	Meat & meat product whsle . . . . .	D	D	D	D	—	—	—	—
42248	Fresh fruit & vegetable whsle . . . . .	11.2	10.8	D	D	—	—	D	D
422480	Fresh fruit & vegetable whsle . . . . .	11.2	10.8	D	D	—	—	D	D
42249	Other grocery & related products whsle . . . . .	3.5	1.3	15.0	4.0	—	.6	—	.1
422490	Other grocery & related products whsle . . . . .	3.5	1.3	15.0	4.0	—	.6	—	.1
4224901	Coffee, tea, & spice whsle . . . . .	60.3	.5	D	D	—	—	D	D
4224902	Bread & baked goods whsle . . . . .	1.7	5.6	D	D	—	—	D	D
4224903	Soft drinks whsle . . . . .	.1	1.8	D	D	—	—	—	—
4224904	Canned goods whsle . . . . .	.4	.1	.7	.1	—	—	D	D
4224905	Food & beverage basic materials whsle . . . . .	5.2	8.4	D	D	—	—	D	D
4224906	Other grocery specialties whsle . . . . .	—	1.2	D	D	D	D	D	D
4225	Farm-product raw material whsle . . . . .	3.9	.3	D	D	—	—	D	D
42259	Other farm product raw material whsle . . . . .	D	D	D	D	—	—	D	D
422590	Other farm product raw material whsle . . . . .	D	D	D	D	—	—	D	D
4225901	Hides, skins, & pelts whsle . . . . .	D	D	D	D	—	—	—	—
4225903	Wool, wool tops, & mohair whsle . . . . .	D	D	D	D	—	—	—	—
4226	Chemical & allied products whsle . . . . .	6.3	14.2	8.5	17.9	—	7.0	3.2	—
42261	Plastics materials & basic forms & shapes whsle . . . . .	5.5	3.5	6.9	3.0	—	—	—	—
422610	Plastics materials & basic forms & shapes whsle . . . . .	5.5	3.5	6.9	3.0	—	—	—	—
42269	Other chemical & allied products whsle . . . . .	6.6	17.6	9.1	23.4	—	6.0	6.8	—
422690	Other chemical & allied products whsle . . . . .	6.6	17.6	9.1	23.4	—	6.0	6.8	—
4226902	Other chemical & allied products whsle . . . . .	D	D	D	D	D	D	D	D
4227	Petroleum & petroleum products whsle . . . . .	33.4	1.2	D	D	D	D	D	D
42271	Petroleum bulk stations & terminals . . . . .	—	—	D	D	D	D	—	—
422710	Petroleum bulk stations & terminals . . . . .	—	—	D	D	D	D	—	—
4227101	Petroleum bulk stations & terminals (except LP) . . . . .	—	—	D	D	D	D	—	—
42271011	Petroleum bulk stations (except LP) . . . . .	D	D	D	D	D	D	—	—
42271012	Petroleum bulk terminals (except LP) . . . . .	D	D	D	D	D	D	—	—
42272	Petroleum & petroleum prod whsle (exc bulk stations & terminals) . . . . .	57.4	2.1	D	D	—	—	D	D
422720	Petroleum & petroleum prod whsle (exc bulk stations & terminals) . . . . .	57.4	2.1	D	D	—	—	D	D
4228	Beer, wine, & distilled alcoholic beverage whsle . . . . .	7.9	6.5	12.0	9.8	D	D	D	D
42281	Beer & ale whsle . . . . .	—	.5	D	D	—	—	—	—
422810	Beer & ale whsle . . . . .	—	.5	D	D	—	—	—	—
42282	Wine & distilled alcoholic beverage whsle . . . . .	13.4	10.6	D	D	—	—	—	—
422820	Wine & distilled alcoholic beverage whsle . . . . .	13.4	10.6	D	D	—	—	—	—
4228201	Wine & distilled alcoholic bev (licensed operation) whsle . . . . .	13.4	10.6	D	D	—	—	—	—

See footnotes at end of table.



**Table 4. Percent of Sales Data Based on Administrative Records and Estimation for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E.]

NAICS code	Geographic area and kind of business	All types of operation percent of sales—		Merchant wholesalers percent of sales—		Manufacturers' sales branches and offices percent of sales—		Agents, brokers, and commission merchants percent of sales—	
		From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>
	<b>BOSTON—WORCESTER—LAWRENCE, MA—NH—ME—CT CMSA—Con.</b>								
	<b>Boston, MA—NH PMSA—Con.</b>								
<b>42</b>	<b>Wholesale trade—Con.</b>								
422	Wholesale trade, nondurable goods—Con.								
4229	Miscellaneous nondurable goods whsle . . . . .	3.2	2.7	D	D	D	D	D	D
42291	Farm supplies whsle . . . . .	17.2	11.3	D	D	—	—	—	—
422910	Farm supplies whsle . . . . .	17.2	11.3	D	D	—	—	—	—
4229102	Farm supplies—whsle distributors . . . . .	D	D	D	D	—	—	—	—
42292	Book, periodical, & newspaper whsle . . . . .	1.5	3.7	D	D	D	D	D	D
422920	Book, periodical, & newspaper whsle . . . . .	1.5	3.7	D	D	D	D	D	D
42293	Flower, nursery stock, & florists' supplies whsle . . . . .	D	D	D	D	—	—	—	—
422930	Flower, nursery stock, & florists' supplies whsle . . . . .	D	D	D	D	—	—	—	—
42294	Tobacco & tobacco product whsle . . . . .	.4	1.8	D	D	—	—	—	—
422940	Tobacco & tobacco product whsle . . . . .	.4	1.8	D	D	—	—	—	—
42295	Paint, varnish, & supplies whsle . . . . .	3.3	.2	4.8	.3	D	D	D	—
422950	Paint, varnish, & supplies whsle . . . . .	3.3	.2	4.8	.3	D	D	D	—
4229501	Paint, varnish, & supplies whsle . . . . .	3.3	.2	4.8	.3	D	D	D	—
42299	Other miscellaneous nondurable goods whsle . . . . .	D	D	D	D	D	D	D	D
422990	Other miscellaneous nondurable goods whsle . . . . .	D	D	D	D	D	D	D	D
4229901	Art goods whsle . . . . .	36.3	12.4	D	D	—	—	D	D
4229902	General merchandise (nondurable goods) whsle . . . . .	12.3	1.5	D	D	—	—	—	—
4229903	Textile bags, bagging, & burlap whsle . . . . .	D	D	D	D	—	—	—	—
4229904	Other nondurable goods whsle . . . . .	D	D	D	D	D	D	D	D
	<b>Brockton, MA PMSA</b>								
<b>42</b>	<b>Wholesale trade . . . . .</b>	<b>3.2</b>	<b>4.8</b>	<b>4.0</b>	<b>5.7</b>	<b>—</b>	<b>2.5</b>	<b>.4</b>	<b>—</b>
421	Wholesale trade, durable goods . . . . .	3.5	2.4	4.5	2.3	—	4.6	.2	—
4211	Motor vehicle & motor vehicle parts & supplies whsle . . . . .	D	D	D	D	—	—	—	—
42112	Motor vehicle supplies & new parts whsle . . . . .	D	D	D	D	—	—	—	—
421120	Motor vehicle supplies & new parts whsle . . . . .	D	D	D	D	—	—	—	—
4211201	Motor vehicle supplies & new parts—warehouse distributors . . . . .	D	D	D	D	—	—	—	—
4211202	Motor vehicle supplies & new parts—jobbers . . . . .	D	D	D	D	—	—	—	—
42114	Motor vehicle parts, (used) whsle . . . . .	D	D	D	D	—	—	—	—
421140	Motor vehicle parts, (used) whsle . . . . .	D	D	D	D	—	—	—	—
4213	Lumber & other construction materials whsle . . . . .	1.8	—	D	D	D	D	—	—
42131	Lumber, plywood, millwork, & wood panel whsle . . . . .	—	—	D	D	—	—	—	—
421310	Lumber, plywood, millwork, & wood panel whsle . . . . .	—	—	D	D	—	—	—	—
4213102	Lumber with yard whsle . . . . .	D	D	D	D	—	—	—	—
4213103	Plywood, veneer, millwork, & wood panel whsle . . . . .	D	D	D	D	—	—	—	—
42133	Roofing, siding, & insulation material whsle . . . . .	D	D	—	—	—	—	—	—
421330	Roofing, siding, & insulation material whsle . . . . .	D	D	—	—	—	—	—	—
4213301	Roofing, siding, & insulation material whsle . . . . .	D	D	—	—	—	—	—	—
42139	Other construction materials whsle . . . . .	D	D	—	—	—	—	—	—
421390	Other construction materials whsle . . . . .	D	D	—	—	—	—	—	—
4213902	Other construction materials whsle . . . . .	D	D	—	—	—	—	—	—
4214	Professional & commercial equipment & supplies whsle . . . . .	4.0	1.0	D	D	—	—	D	D
42142	Office equipment whsle . . . . .	D	D	D	D	—	—	—	—
421420	Office equipment whsle . . . . .	D	D	D	D	—	—	—	—
42143	Computer & computer peripheral equipment & software whsle . . . . .	.1	—	D	D	—	—	—	—
421430	Computer & computer peripheral equipment & software whsle . . . . .	.1	—	—	—	—	—	—	—
4214301	Computer & peripheral equipment whsle . . . . .	D	D	D	D	—	—	—	—
42144	Other commercial equipment whsle . . . . .	D	D	—	—	—	—	D	D
421440	Other commercial equipment whsle . . . . .	D	D	—	—	—	—	D	D
4214401	Restaurant & hotel equipment & supplies whsle . . . . .	D	D	—	—	—	—	D	D
42145	Medical, dental, & hospital equipment & supplies whsle . . . . .	D	D	D	D	—	—	—	—
421450	Medical, dental, & hospital equipment & supplies whsle . . . . .	D	D	D	D	—	—	—	—
4214501	Surgical, medical, & hospital supplies whsle . . . . .	D	D	D	D	—	—	—	—
42146	Ophthalmic goods whsle . . . . .	D	D	D	D	—	—	—	—
421460	Ophthalmic goods whsle . . . . .	D	D	D	D	—	—	—	—

See footnotes at end of table.

**Table 4. Percent of Sales Data Based on Administrative Records and Estimation for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

NAICS code	Geographic area and kind of business	All types of operation percent of sales—		Merchant wholesalers percent of sales—		Manufacturers' sales branches and offices percent of sales—		Agents, brokers, and commission merchants percent of sales—	
		From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>
	<b>BOSTON—WORCESTER—LAWRENCE, MA—NH—ME—CT CMSA—Con.</b>								
	<b>Brockton, MA PMSA—Con.</b>								
<b>42</b>	<b>Wholesale trade—Con.</b>								
421	Wholesale trade, durable goods—Con.								
4214	Professional & commercial equipment & supplies whse—Con.								
42149	Other professional equipment & supplies whse .....	D	D	D	D	—	—	—	—
421490	Other professional equipment & supplies whse .....	D	D	D	D	—	—	—	—
4214902	Other professional equipment & supplies whse .....	D	D	D	D	—	—	—	—
4215	Metal & mineral (except petroleum) whse .....	D	D	D	D	—	—	—	—
42151	Metal service centers & offices .....	D	D	D	D	—	—	—	—
421510	Metal service centers & offices .....	D	D	D	D	—	—	—	—
4215101	Ferrous metal service centers & sales offices .....	D	D	5.2	3.0	—	—	—	—
42151011	Ferrous metal service centers .....	D	D	D	D	—	—	—	—
4216	Electrical goods whse .....	7.4	4.5	D	D	—	—	D	D
42161	Electrical apparatus & equip, wiring supp, & const material whse .....	—	—	D	D	—	—	—	—
421610	Electrical apparatus & equip, wiring supp, & const material whse .....	—	—	D	D	—	—	—	—
42169	Other electronic parts & equipment whse .....	D	D	D	D	—	—	—	—
421690	Other electronic parts & equipment whse .....	D	D	D	D	—	—	—	—
4216901	Communications equipment & supplies whse .....	D	D	—	—	—	—	—	—
4216902	Electronic parts (excluding communications equipment) whse .....	D	D	D	D	—	—	—	—
4217	Hardware, & plumbing & heating equipment & supplies whse .....	1.9	2.0	D	D	—	—	D	D
42172	Plumbing & heating equipment & supplies (hydronics) whse .....	1.9	3.1	—	—	—	—	D	D
421720	Plumbing & heating equipment & supplies (hydronics) whse .....	1.9	3.1	—	—	—	—	D	D
4218	Machinery, equipment, & supplies whse .....	4.2	2.3	D	D	D	D	—	—
42183	Industrial machinery & equipment whse .....	D	D	D	D	—	—	—	—
421830	Industrial machinery & equipment whse .....	D	D	D	D	—	—	—	—
4218301	Food-processing machinery & equipment whse .....	D	D	D	D	—	—	—	—
4218305	Materials handling equipment whse .....	D	D	D	D	—	—	—	—
42184	Industrial supplies whse .....	D	D	D	D	D	D	—	—
421840	Industrial supplies whse .....	D	D	D	D	D	D	—	—
4218405	Industrial valves & fittings (except fluid-power) whse .....	D	D	—	—	—	—	—	—
42185	Service establishment equipment & supplies whse .....	D	D	—	—	—	—	—	—
421850	Service establishment equipment & supplies whse .....	D	D	—	—	—	—	—	—
4218504	Other service establishment equipment & supplies whse .....	D	D	—	—	—	—	—	—
4219	Miscellaneous durable goods whse .....	D	D	D	D	—	—	D	D
42191	Sporting & recreational goods & supplies whse .....	D	D	D	D	—	—	—	—
421910	Sporting & recreational goods & supplies whse .....	D	D	D	D	—	—	—	—
42192	Toy & hobby goods & supplies whse .....	D	D	—	—	—	—	—	—
421920	Toy & hobby goods & supplies whse .....	D	D	—	—	—	—	—	—
42193	Recyclable material whse .....	2.8	14.6	2.8	14.6	—	—	—	—
421930	Recyclable material whse .....	2.8	14.6	2.8	14.6	—	—	—	—
4219302	Recyclable paper & paperboard whse .....	—	6.1	—	6.1	—	—	—	—
42194	Jewelry/watch/silverware/precious stone, & precious metal whse .....	D	D	D	D	—	—	—	—
421940	Jewelry/watch/silverware/precious stone, & precious metal whse .....	D	D	D	D	—	—	—	—
4219402	Precious metal (excluding ores) whse .....	D	D	D	D	—	—	—	—
422	Wholesale trade, nondurable goods .....	3.1	6.7	3.6	8.2	—	—	.6	—
4221	Paper & paper product whse .....	1.8	9.7	D	D	—	—	—	—
42213	Industrial & personal service paper whse .....	D	D	D	D	—	—	—	—
422130	Industrial & personal service paper whse .....	D	D	D	D	—	—	—	—
4223	Apparel, piece goods, & notions whse .....	2.7	19.2	D	D	—	—	—	—
42231	Piece goods, notions, & other dry goods whse .....	D	D	D	D	—	—	—	—
422310	Piece goods, notions, & other dry goods whse .....	D	D	D	D	—	—	—	—
42232	Men's & boys' clothing & furnishings whse .....	4.7	.2	D	D	—	—	—	—
422320	Men's & boys' clothing & furnishings whse .....	4.7	.2	D	D	—	—	—	—
42233	Women's, children's, & infants' clothing & accessories whse .....	3.4	17.4	3.4	17.4	—	—	—	—
422330	Women's, children's, & infants' clothing & accessories whse .....	3.4	17.4	3.4	17.4	—	—	—	—
42234	Footwear whse .....	D	D	D	D	—	—	—	—
422340	Footwear whse .....	D	D	D	D	—	—	—	—

See footnotes at end of table.

**Table 4. Percent of Sales Data Based on Administrative Records and Estimation for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

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		From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>
	<b>BOSTON—WORCESTER—LAWRENCE, MA—NH—ME—CT CMSA—Con.</b>								
	<b>Brockton, MA PMSA—Con.</b>								
<b>42</b>	<b>Wholesale trade—Con.</b>								
422	Wholesale trade, nondurable goods—Con.								
4224	Grocery & related products whsle .....	1.5	2.8	3.6	7.0	—	—	—	—
42243	Dairy products, (except dried or canned) whsle .....	—	—	—	—	—	—	—	—
422430	Dairy products, (except dried or canned) whsle .....	—	—	—	—	—	—	—	—
4224302	Dairy product (except raw milk) whsle .....	—	—	—	—	—	—	—	—
42245	Confectionery whsle .....	D	D	—	—	—	—	—	—
422450	Confectionery whsle .....	D	D	—	—	—	—	—	—
42249	Other grocery & related products whsle .....	.6	6.9	D	D	—	—	D	D
422490	Other grocery & related products whsle .....	.6	6.9	D	D	—	—	D	D
4224902	Bread & baked goods whsle .....	D	D	—	—	—	—	—	—
4224905	Food & beverage basic materials whsle .....	D	D	—	—	—	—	D	D
4226	Chemical & allied products whsle .....	.4	—	D	D	—	—	—	—
42269	Other chemical & allied products whsle .....	D	D	—	—	—	—	—	—
422690	Other chemical & allied products whsle .....	D	D	—	—	—	—	—	—
4226902	Other chemical & allied products whsle .....	D	D	—	—	—	—	—	—
4227	Petroleum & petroleum products whsle .....	D	D	D	D	—	—	—	—
42271	Petroleum bulk stations & terminals .....	D	D	D	D	—	—	—	—
422710	Petroleum bulk stations & terminals .....	D	D	D	D	—	—	—	—
4227101	Petroleum bulk stations & terminals (except LP) .....	D	D	D	D	—	—	—	—
4228	Beer, wine, & distilled alcoholic beverage whsle ..	D	D	D	D	—	—	—	—
42281	Beer & ale whsle .....	D	D	—	—	—	—	—	—
422810	Beer & ale whsle .....	D	D	—	—	—	—	—	—
42282	Wine & distilled alcoholic beverage whsle .....	—	—	—	—	—	—	—	—
422820	Wine & distilled alcoholic beverage whsle .....	—	—	—	—	—	—	—	—
4228201	Wine & distilled alcoholic bev (licensed operation) whsle .....	—	—	—	—	—	—	—	—
4229	Miscellaneous nondurable goods whsle .....	D	D	D	D	—	—	—	—
42291	Farm supplies whsle .....	77.4	—	77.4	—	—	—	—	—
422910	Farm supplies whsle .....	77.4	—	77.4	—	—	—	—	—
4229101	Farm supplies—farm dealers .....	D	D	D	D	—	—	—	—
42294	Tobacco & tobacco product whsle .....	D	D	—	—	—	—	—	—
422940	Tobacco & tobacco product whsle .....	D	D	—	—	—	—	—	—
	<b>Fitchburg—Leominster, MA PMSA</b>								
<b>42</b>	<b>Wholesale trade .....</b>	<b>1.1</b>	<b>4.6</b>	<b>1.7</b>	<b>6.8</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods .....	D	D	D	D	—	—	D	D
4211	Motor vehicle & motor vehicle parts & supplies whsle .....								
42114	Motor vehicle parts, (used) whsle .....	2.8	56.8	2.8	56.8	—	—	—	—
421140	Motor vehicle parts, (used) whsle .....	1.2	59.3	1.2	59.3	—	—	—	—
4212	Furniture & home furnishings whsle .....	1.2	59.3	1.2	59.3	—	—	—	—
42121	Furniture whsle .....	.5	9.1	D	D	—	—	D	D
421210	Furniture whsle .....	D	D	D	D	—	—	—	—
4212101	Household & lawn furniture whsle .....	D	D	D	D	—	—	—	—
42122	Home furnishings whsle .....	D	D	—	—	—	—	D	D
421220	Home furnishings whsle .....	D	D	—	—	—	—	D	D
4212204	Other home furnishings whsle .....	D	D	—	—	—	—	D	D
4214	Professional & commercial equipment & supplies whsle .....	D	D	—	—	—	—	—	—
4216	Electrical goods whsle .....	D	D	D	D	—	—	D	D
42169	Other electronic parts & equipment whsle .....	D	D	—	—	—	—	D	D
421690	Other electronic parts & equipment whsle .....	D	D	—	—	—	—	D	D
4216901	Communications equipment & supplies whsle .....	D	D	—	—	—	—	D	D
4217	Hardware, & plumbing & heating equipment & supplies whsle .....	D	D	D	D	—	—	—	—
42171	Hardware whsle .....	D	D	—	—	—	—	—	—
421710	Hardware whsle .....	D	D	—	—	—	—	—	—
4218	Machinery, equipment, & supplies whsle .....	D	D	D	D	—	—	—	—
42183	Industrial machinery & equipment whsle .....	D	D	D	D	—	—	—	—
421830	Industrial machinery & equipment whsle .....	D	D	D	D	—	—	—	—
4218303	General-purpose industrial machinery & equipment whsle .....	D	D	D	D	—	—	—	—
4219	Miscellaneous durable goods whsle .....	D	D	D	D	—	—	D	D
42191	Sporting & recreational goods & supplies whsle .....	D	D	—	—	—	—	—	—
421910	Sporting & recreational goods & supplies whsle .....	D	D	—	—	—	—	—	—
42199	Other miscellaneous durable goods whsle .....	D	D	—	—	—	—	—	—
421990	Other miscellaneous durable goods whsle .....	D	D	—	—	—	—	—	—

See footnotes at end of table.

**Table 4. Percent of Sales Data Based on Administrative Records and Estimation for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E.]

NAICS code	Geographic area and kind of business	All types of operation percent of sales—		Merchant wholesalers percent of sales—		Manufacturers' sales branches and offices percent of sales—		Agents, brokers, and commission merchants percent of sales—	
		From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>
<b>BOSTON—WORCESTER—LAWRENCE, MA—NH—ME—CT CMSA—Con.</b>									
<b>Fitchburg—Leominster, MA PMSA—Con.</b>									
<b>42</b>	<b>Wholesale trade—Con.</b>								
422	Wholesale trade, nondurable goods .....	D	D	D	D	D	D	—	—
4221	Paper & paper product whsle .....	—	.2	D	D	D	D	—	—
42211	Printing & writing paper whsle .....	D	D	—	—	—	—	—	—
422110	Printing & writing paper whsle .....	D	D	—	—	—	—	—	—
42213	Industrial & personal service paper whsle .....	D	D	D	D	—	—	—	—
422130	Industrial & personal service paper whsle .....	D	D	D	D	—	—	—	—
4224	Grocery & related products whsle .....	D	D	D	D	—	—	—	—
4226	Chemical & allied products whsle .....	D	D	D	D	—	—	—	—
42261	Plastics materials & basic forms & shapes whsle .....	D	D	D	D	—	—	—	—
422610	Plastics materials & basic forms & shapes whsle .....	D	D	D	D	—	—	—	—
42269	Other chemical & allied products whsle .....	D	D	D	D	—	—	—	—
422690	Other chemical & allied products whsle .....	D	D	D	D	—	—	—	—
4226902	Other chemical & allied products whsle .....	D	D	D	D	—	—	—	—
4229	Miscellaneous nondurable goods whsle .....	D	D	D	D	D	D	—	—
42292	Book, periodical, & newspaper whsle .....	D	D	—	—	—	—	—	—
422920	Book, periodical, & newspaper whsle .....	D	D	D	D	—	—	—	—
422990	Other miscellaneous nondurable goods whsle .....	D	D	D	D	—	—	—	—
4229904	Other nondurable goods whsle .....	D	D	D	D	—	—	—	—
<b>Lawrence, MA—NH PMSA</b>									
<b>42</b>	<b>Wholesale trade .....</b>	<b>5.3</b>	<b>4.5</b>	<b>7.6</b>	<b>4.2</b>	<b>—</b>	<b>8.5</b>	<b>—</b>	<b>.8</b>
421	Wholesale trade, durable goods .....	7.5	6.0	11.0	4.7	—	14.2	.1	1.5
4211	Motor vehicle & motor vehicle parts & supplies whsle .....	27.0	9.9	D	D	—	—	—	—
42111	Automobile & other motor vehicle whsle .....	36.2	8.8	36.2	8.8	—	—	—	—
421110	Automobile & other motor vehicle whsle .....	36.2	8.8	36.2	8.8	—	—	—	—
4211103	Light truck & van (14,000 lb or less) whsle .....	D	D	—	—	—	—	—	—
42112	Motor vehicle supplies & new parts whsle .....	D	D	D	D	—	—	—	—
421120	Motor vehicle supplies & new parts whsle .....	D	D	D	D	—	—	—	—
42114	Motor vehicle parts, (used) whsle .....	8.5	12.5	8.5	12.5	—	—	—	—
421140	Motor vehicle parts, (used) whsle .....	8.5	12.5	8.5	12.5	—	—	—	—
4212	Furniture & home furnishings whsle .....	D	D	1.4	.8	—	—	—	—
42121	Furniture whsle .....	D	D	D	D	—	—	—	—
421210	Furniture whsle .....	D	D	D	D	—	—	—	—
4212101	Household & lawn furniture whsle .....	D	D	—	—	—	—	—	—
42122	Home furnishings whsle .....	1.1	—	D	D	—	—	—	—
421220	Home furnishings whsle .....	1.1	—	D	D	—	—	—	—
4212203	Floor coverings whsle .....	D	D	D	D	—	—	—	—
4213	Lumber & other construction materials whsle .....	2.2	.3	D	D	—	—	D	D
42131	Lumber, plywood, millwork, & wood panel whsle .....	.5	—	D	D	—	—	—	—
421310	Lumber, plywood, millwork, & wood panel whsle .....	.5	—	D	D	—	—	—	—
4213101	Lumber without yard whsle .....	D	D	D	D	—	—	—	—
4213102	Lumber with yard whsle .....	D	D	—	—	—	—	—	—
4213103	Plywood, veneer, millwork, & wood panel whsle .....	D	D	D	D	—	—	—	—
42132	Brick, stone, & related construction materials whsle .....	D	D	—	—	—	—	D	D
421320	Brick, stone, & related construction materials whsle .....	D	D	—	—	—	—	D	D
4213202	Sand, gravel, & stone whsle .....	D	D	—	—	—	—	—	—
42139	Other construction materials whsle .....	D	D	D	D	—	—	—	—
421390	Other construction materials whsle .....	D	D	D	D	—	—	—	—
4214	Professional & commercial equipment & supplies whsle .....	7.6	18.3	D	D	D	D	D	D
42142	Office equipment whsle .....	—	8.1	D	D	—	—	D	D
421420	Office equipment whsle .....	—	8.1	D	D	—	—	D	D
42143	Computer & computer peripheral equipment & software whsle .....	8.4	22.5	11.9	23.7	D	D	—	—
421430	Computer & computer peripheral equipment & software whsle .....	8.4	22.5	11.9	23.7	D	D	—	—
4214301	Computer & peripheral equipment whsle .....	9.1	19.9	D	D	—	—	—	—
42143011	Computers & peripheral equipment for resale .....	D	D	D	D	—	—	—	—
42143012	Computers & peripheral equipment for end use .....	D	D	D	D	—	—	—	—
4214302	Computer software (packaged) whsle .....	3.9	38.5	D	D	—	—	—	—
42145	Medical, dental, & hospital equipment & supplies whsle .....	D	D	D	D	—	—	—	—
421450	Medical, dental, & hospital equipment & supplies whsle .....	D	D	D	D	—	—	—	—
4214501	Surgical, medical, & hospital supplies whsle .....	D	D	D	D	—	—	—	—

See footnotes at end of table.

Table 4. **Percent of Sales Data Based on Administrative Records and Estimation for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

NAICS code	Geographic area and kind of business	All types of operation percent of sales—		Merchant wholesalers percent of sales—		Manufacturers' sales branches and offices percent of sales—		Agents, brokers, and commission merchants percent of sales—	
		From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>
	<b>BOSTON—WORCESTER—LAWRENCE, MA—NH—ME—CT CMSA—Con.</b>								
	<b>Lawrence, MA—NH PMSA—Con.</b>								
<b>42</b>	<b>Wholesale trade—Con.</b>								
421	Wholesale trade, durable goods—Con.								
4214	Professional & commercial equipment & supplies whsle—Con.								
42149	Other professional equipment & supplies whsle .....	D	D	D	D	—	—	—	—
421490	Other professional equipment & supplies whsle .....	D	D	D	D	—	—	—	—
4214902	Other professional equipment & supplies whsle .....	D	D	D	D	—	—	—	—
4215	Metal & mineral (except petroleum) whsle .....	3.2	10.4	12.2	11.0	—	—	D	D
42151	Metal service centers & offices .....	3.2	10.4	12.2	11.0	—	—	D	D
421510	Metal service centers & offices .....	3.2	10.4	12.2	11.0	—	—	D	D
4215101	Ferrous metal service centers & sales offices .....	—	31.2	D	D	—	—	—	—
4215102	Nonferrous metal service centers & sales offices .....	4.8	—	—	—	—	—	D	D
42151021	Nonferrous metal service centers .....	D	D	—	—	—	—	—	—
4216	Electrical goods whsle .....	9.7	4.8	15.2	2.1	—	11.1	—	4.0
42161	Electrical apparatus & equip, wiring supp, & const material whsle .....	2.1	11.9	D	D	—	—	—	—
421610	Electrical apparatus & equip, wiring supp, & const material whsle .....	2.1	11.9	D	D	—	—	—	—
42162	Electrical appliance, television & radio set whsle .....	D	D	—	—	—	—	—	—
42169	Other electronic parts & equipment whsle .....	D	D	D	D	D	D	D	D
421690	Other electronic parts & equipment whsle .....	D	D	D	D	D	D	D	D
4216901	Communications equipment & supplies whsle .....	.3	1.9	D	D	D	D	—	—
4216902	Electronic parts (excluding communications equipment) whsle .....	D	D	D	D	—	—	D	D
4217	Hardware, & plumbing & heating equipment & supplies whsle .....	6.1	.1	D	D	—	—	D	D
42171	Hardware whsle .....	D	D	D	D	—	—	—	—
421710	Hardware whsle .....	D	D	D	D	—	—	—	—
42172	Plumbing & heating equipment & supplies (hydronics) whsle .....	9.9	.5	—	—	—	—	—	—
421720	Plumbing & heating equipment & supplies (hydronics) whsle .....	9.9	.5	—	—	—	—	—	—
42174	Refrigeration equipment & supplies whsle .....	D	D	—	—	—	—	—	—
421740	Refrigeration equipment & supplies whsle .....	D	D	—	—	—	—	—	—
4218	Machinery, equipment, & supplies whsle .....	3.4	2.1	4.3	2.3	D	D	D	D
42181	Construction & mining (except petroleum) machinery & equip whsle .....	D	D	—	—	—	—	—	—
421810	Construction & mining (except petroleum) machinery & equip whsle .....	D	D	—	—	—	—	—	—
42182	Farm & garden machinery & equipment whsle .....	D	D	D	D	—	—	D	D
421820	Farm & garden machinery & equipment whsle .....	D	D	D	D	—	—	D	D
4218203	Lawn & garden machinery & equipment whsle .....	D	D	D	D	—	—	—	—
42183	Industrial machinery & equipment whsle .....	2.8	1.7	3.5	1.5	D	D	D	D
421830	Industrial machinery & equipment whsle .....	2.8	1.7	3.5	1.5	D	D	D	D
4218303	General-purpose industrial machinery & equipment whsle .....	3.0	6.0	D	D	—	—	—	—
4218304	Metalworking machinery & equipment whsle .....	1.5	—	D	D	—	—	—	—
4218305	Materials handling equipment whsle .....	.1	1.5	.1	1.5	—	—	—	—
4218307	Other industrial machinery & equipment whsle .....	.5	1.6	D	D	—	—	—	—
42184	Industrial supplies whsle .....	.8	—	D	D	—	—	—	—
421840	Industrial supplies whsle .....	.8	—	D	D	—	—	—	—
4218402	Mechanical power transmission supplies whsle .....	D	D	D	D	—	—	—	—
4218406	Other industrial supplies whsle .....	D	D	D	D	—	—	—	—
42185	Service establishment equipment & supplies whsle .....	D	D	—	—	—	—	—	—
421850	Service establishment equipment & supplies whsle .....	D	D	—	—	—	—	—	—
4218502	Custodial, janitors' equipment & supplies whsle .....	D	D	—	—	—	—	—	—
42186	Transportation equipment & supplies (exc motor vehicle) whsle .....	D	D	D	D	—	—	—	—
421860	Transportation equipment & supplies (exc motor vehicle) whsle .....	D	D	D	D	—	—	—	—
4218601	Aircraft & aeronautical equipment & supplies whsle .....	D	D	D	D	—	—	—	—

See footnotes at end of table.

**Table 4. Percent of Sales Data Based on Administrative Records and Estimation for Metropolitan Areas: 1997—Con.**

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NAICS code	Geographic area and kind of business	All types of operation percent of sales—		Merchant wholesalers percent of sales—		Manufacturers' sales branches and offices percent of sales—		Agents, brokers, and commission merchants percent of sales—	
		From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>
	<b>BOSTON—WORCESTER—LAWRENCE, MA—NH—ME—CT CMSA—Con.</b>								
	<b>Lawrence, MA—NH PMSA—Con.</b>								
<b>42</b>	<b>Wholesale trade—Con.</b>								
421	Wholesale trade, durable goods—Con.								
4219	Miscellaneous durable goods whsle .....	D	D	D	D	—	—	D	D
42191	Sporting & recreational goods & supplies whsle .....	D	D	D	D	—	—	—	—
421910	Sporting & recreational goods & supplies whsle .....	D	D	D	D	—	—	—	—
42193	Recyclable material whsle .....	22.2	—	22.2	—	—	—	—	—
421930	Recyclable material whsle .....	22.2	—	22.2	—	—	—	—	—
42199	Other miscellaneous durable goods whsle .....	D	D	D	D	—	—	—	—
421990	Other miscellaneous durable goods whsle .....	D	D	D	D	—	—	—	—
422	Wholesale trade, nondurable goods .....	2.9	2.6	3.9	3.6	—	.3	—	—
4221	Paper & paper product whsle .....	.8	.7	4.1	—	—	1.6	—	—
42212	Stationery & office supplies whsle .....	D	D	—	—	—	—	D	D
422120	Stationery & office supplies whsle .....	D	D	—	—	—	—	D	D
42213	Industrial & personal service paper whsle .....	1.1	—	3.0	—	—	—	—	—
422130	Industrial & personal service paper whsle .....	1.1	—	3.0	—	—	—	—	—
4222	Drugs, & druggists' sundries whsle .....	D	D	D	D	—	—	—	—
42221	Drugs, & druggists' sundries whsle .....	D	D	D	D	—	—	—	—
422210	Drugs, & druggists' sundries whsle .....	D	D	D	D	—	—	—	—
4222101	General-line drugs whsle .....	D	D	D	D	—	—	—	—
4223	Apparel, piece goods, & notions whsle .....	.3	3.4	D	D	—	—	—	—
42231	Piece goods, notions, & other dry goods whsle .....	D	D	—	—	—	—	—	—
422310	Piece goods, notions, & other dry goods whsle .....	D	D	—	—	—	—	—	—
4223101	Piece goods—jobbers .....	D	D	—	—	—	—	—	—
42233	Women's, children's, & infants' clothing & accessories whsle .....	D	D	D	D	—	—	—	—
422330	Women's, children's, & infants' clothing & accessories whsle .....	D	D	D	D	—	—	—	—
42234	Footwear whsle .....	D	D	D	D	—	—	—	—
422340	Footwear whsle .....	D	D	D	D	—	—	—	—
4224	Grocery & related products whsle .....	1.9	1.1	2.9	1.6	—	—	—	—
42241	General-line grocery whsle .....	D	D	D	D	—	—	—	—
422410	General-line grocery whsle .....	D	D	D	D	—	—	—	—
4224103	Other general-line grocery whsle .....	D	D	D	D	—	—	—	—
42242	Packaged frozen food whsle .....	D	D	—	—	—	—	—	—
422420	Packaged frozen food whsle .....	D	D	—	—	—	—	—	—
42244	Poultry & poultry product whsle .....	D	D	—	—	—	—	D	D
422440	Poultry & poultry product whsle .....	D	D	—	—	—	—	D	D
4224401	Live poultry whsle .....	D	D	—	—	—	—	D	D
42249	Other grocery & related products whsle .....	5.0	.5	D	D	D	D	—	—
422490	Other grocery & related products whsle .....	5.0	.5	D	D	D	D	—	—
4224902	Bread & baked goods whsle .....	—	2.1	D	D	D	D	—	—
4224903	Soft drinks whsle .....	27.2	—	D	D	—	—	—	—
4224905	Food & beverage basic materials whsle .....	D	D	D	D	D	D	—	—
4225	Farm-product raw material whsle .....	D	D	D	D	—	—	—	—
42259	Other farm product raw material whsle .....	D	D	D	D	—	—	—	—
422590	Other farm product raw material whsle .....	D	D	D	D	—	—	—	—
4226	Chemical & allied products whsle .....	2.0	—	4.1	—	—	—	—	—
42261	Plastics materials & basic forms & shapes whsle .....	1.1	—	D	D	—	—	—	—
422610	Plastics materials & basic forms & shapes whsle .....	1.1	—	D	D	—	—	—	—
42269	Other chemical & allied products whsle .....	2.6	—	D	D	—	—	—	—
422690	Other chemical & allied products whsle .....	2.6	—	D	D	—	—	—	—
4226901	Industrial gases (except LP) whsle .....	D	D	—	—	—	—	—	—
4226902	Other chemical & allied products whsle .....	D	D	—	—	—	—	—	—
4227	Petroleum & petroleum products whsle .....	D	D	D	D	—	—	—	—
4228	Beer, wine, & distilled alcoholic beverage whsle ..	D	D	—	—	—	—	—	—
42281	Beer & ale whsle .....	D	D	—	—	—	—	—	—
422810	Beer & ale whsle .....	D	D	—	—	—	—	—	—
4229	Miscellaneous nondurable goods whsle .....	D	D	D	D	—	—	—	—
42291	Farm supplies whsle .....	D	D	D	D	—	—	—	—
422910	Farm supplies whsle .....	D	D	D	D	—	—	—	—
42299	Other miscellaneous nondurable goods whsle ..	1.4	1.1	D	D	—	—	—	—
422990	Other miscellaneous nondurable goods whsle ..	1.4	1.1	D	D	—	—	—	—
4229903	Textile bags, bagging, & burlap whsle .....	D	D	D	D	—	—	—	—
4229904	Other nondurable goods whsle .....	D	D	D	D	—	—	—	—

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NAICS code	Geographic area and kind of business	All types of operation percent of sales—		Merchant wholesalers percent of sales—		Manufacturers' sales branches and offices percent of sales—		Agents, brokers, and commission merchants percent of sales—	
		From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>
	<b>BOSTON—WORCESTER—LAWRENCE, MA—NH—ME—CT CMSA—Con.</b>								
	<b>Lowell, MA—NH PMSA</b>								
42	Wholesale trade .....	5.7	4.8	D	D	D	D	D	D
421	Wholesale trade, durable goods .....	5.7	6.3	8.9	6.5	—	20.3	—	1.3
4211	Motor vehicle & motor vehicle parts & supplies whsle .....	D	D	D	D	—	—	—	—
42111	Automobile & other motor vehicle whsle .....	D	D	D	D	—	—	—	—
421110	Automobile & other motor vehicle whsle .....	D	D	D	D	—	—	—	—
4211105	Heavy truck & tractor (over 26,000 lb) whsle .....	D	D	D	D	—	—	—	—
42112	Motor vehicle supplies & new parts whsle .....	D	D	D	D	—	—	—	—
421120	Motor vehicle supplies & new parts whsle .....	D	D	D	D	—	—	—	—
42114	Motor vehicle parts, (used) whsle .....	D	D	D	D	—	—	—	—
421140	Motor vehicle parts, (used) whsle .....	D	D	D	D	—	—	—	—
4212	Furniture & home furnishings whsle .....	D	D	—	—	—	—	D	D
42121	Furniture whsle .....	D	D	—	—	—	—	D	D
421210	Furniture whsle .....	D	D	—	—	—	—	D	D
4212102	Office & business furniture whsle .....	D	D	—	—	—	—	D	D
42122	Home furnishings whsle .....	D	D	—	—	—	—	—	—
421220	Home furnishings whsle .....	D	D	—	—	—	—	—	—
4212202	Linens, domestics, draperies, & curtains whsle .....	D	D	—	—	—	—	—	—
4213	Lumber & other construction materials whsle .....	4.0	—	4.0	—	—	—	—	—
42131	Lumber, plywood, millwork, & wood panel whsle .....	.4	—	.4	—	—	—	—	—
421310	Lumber, plywood, millwork, & wood panel whsle .....	.4	—	.4	—	—	—	—	—
4213101	Lumber without yard whsle .....	D	D	D	D	—	—	—	—
4213102	Lumber with yard whsle .....	D	D	D	D	—	—	—	—
4214	Professional & commercial equipment & supplies whsle .....	1.7	7.9	2.1	9.4	D	D	D	D
42142	Office equipment whsle .....	D	D	—	—	—	—	—	—
421420	Office equipment whsle .....	D	D	—	—	—	—	—	—
42143	Computer & computer peripheral equipment & software whsle .....	.5	.8	D	D	—	—	—	—
421430	Computer & computer peripheral equipment & software whsle .....	.5	.8	D	D	—	—	—	—
4214301	Computer & peripheral equipment whsle .....	D	D	D	D	—	—	—	—
42143011	Computers & peripheral equipment for resale .....	D	D	D	D	—	—	—	—
42143012	Computers & peripheral equipment for end use .....	D	D	D	D	—	—	—	—
42145	Medical, dental, & hospital equipment & supplies whsle .....	4.0	20.8	D	D	D	D	—	—
421450	Medical, dental, & hospital equipment & supplies whsle .....	4.0	20.8	D	D	D	D	—	—
4214501	Surgical, medical, & hospital supplies whsle .....	D	D	D	D	—	—	—	—
42149	Other professional equipment & supplies whsle .....	.5	—	D	D	—	—	D	D
421490	Other professional equipment & supplies whsle .....	.5	—	D	D	—	—	D	D
4214902	Other professional equipment & supplies whsle .....	.5	—	D	D	—	—	D	D
4215	Metal & mineral (except petroleum) whsle .....	.6	—	D	D	—	—	D	D
42151	Metal service centers & offices .....	.6	—	D	D	—	—	D	D
421510	Metal service centers & offices .....	.6	—	D	D	—	—	D	D
4215101	Ferrous metal service centers & sales offices .....	D	D	—	—	—	—	—	—
42151012	Ferrous metal sales offices .....	D	D	—	—	—	—	—	—
4215102	Nonferrous metal service centers & sales offices .....	D	D	—	—	—	—	—	—
4216	Electrical goods whsle .....	3.0	8.4	D	D	D	D	D	D
42161	Electrical apparatus & equip, wiring supp, & const material whsle .....	D	D	11.1	—	—	—	—	—
421610	Electrical apparatus & equip, wiring supp, & const material whsle .....	D	D	11.1	—	—	—	—	—
42169	Other electronic parts & equipment whsle .....	D	D	D	D	—	—	D	D
421690	Other electronic parts & equipment whsle .....	D	D	D	D	—	—	D	D
4216901	Communications equipment & supplies whsle .....	18.9	18.7	D	D	—	—	—	—
4216902	Electronic parts (excluding communications equipment) whsle .....	D	D	D	D	—	—	D	D
4217	Hardware, & plumbing & heating equipment & supplies whsle .....	3.5	—	D	D	—	—	D	D
42171	Hardware whsle .....	D	D	D	D	—	—	—	—
421710	Hardware whsle .....	D	D	D	D	—	—	—	—
42172	Plumbing & heating equipment & supplies (hydronics) whsle .....	D	D	—	—	—	—	D	D
421720	Plumbing & heating equipment & supplies (hydronics) whsle .....	D	D	—	—	—	—	D	D

See footnotes at end of table.

**Table 4. Percent of Sales Data Based on Administrative Records and Estimation for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

NAICS code	Geographic area and kind of business	All types of operation percent of sales—		Merchant wholesalers percent of sales—		Manufacturers' sales branches and offices percent of sales—		Agents, brokers, and commission merchants percent of sales—	
		From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>
	<b>BOSTON—WORCESTER—LAWRENCE, MA—NH—ME—CT CMSA—Con.</b>								
	<b>Lowell, MA—NH PMSA—Con.</b>								
<b>42</b>	<b>Wholesale trade—Con.</b>								
421	Wholesale trade, durable goods—Con.								
4218	Machinery, equipment, & supplies whsle .....	D	D	28.3	.1	D	D	D	D
42181	Construction & mining (except petroleum) machinery & equip whsle .....	D	D	—	—	—	—	—	—
421810	Construction & mining (except petroleum) machinery & equip whsle .....	D	D	—	—	—	—	—	—
42183	Industrial machinery & equipment whsle .....	20.8	.1	D	D	—	—	—	—
421830	Industrial machinery & equipment whsle .....	20.8	.1	D	D	—	—	—	—
4218302	Hydraulic & pneumatic (fluid-power) machinery & equipment whsle .....	D	D	D	D	—	—	—	—
42183022	Hydraulic & pneumatic parts, accessories, & supplies whsle .....	D	D	D	D	—	—	—	—
4218303	General-purpose industrial machinery & equipment whsle .....	D	D	D	D	—	—	—	—
4218304	Metalworking machinery & equipment whsle .....	D	D	D	D	—	—	—	—
4218305	Materials handling equipment whsle .....	D	D	D	D	—	—	—	—
4218307	Other industrial machinery & equipment whsle .....	D	D	D	D	—	—	—	—
42184	Industrial supplies whsle .....	D	D	D	D	—	—	—	—
421840	Industrial supplies whsle .....	D	D	D	D	—	—	—	—
4218403	Welding supplies whsle .....	D	D	D	D	—	—	—	—
42185	Service establishment equipment & supplies whsle .....	D	D	D	D	—	—	D	D
421850	Service establishment equipment & supplies whsle .....	D	D	D	D	—	—	D	D
4218502	Custodial, janitors' equipment & supplies whsle .....	D	D	D	D	—	—	—	—
4219	Miscellaneous durable goods whsle .....	D	D	D	D	—	—	—	—
42193	Recyclable material whsle .....	D	D	D	D	—	—	—	—
421930	Recyclable material whsle .....	D	D	D	D	—	—	—	—
4219301	Iron & steel scrap processors & dealers .....	D	D	D	D	—	—	—	—
42193011	Iron & steel scrap processors (using power processing equipment) .....	D	D	D	D	—	—	—	—
42199	Other miscellaneous durable goods whsle .....	D	D	—	—	—	—	—	—
421990	Other miscellaneous durable goods whsle .....	D	D	—	—	—	—	—	—
422	Wholesale trade, nondurable goods .....	5.5	2.7	D	D	D	D	D	D
4221	Paper & paper product whsle .....	D	D	D	D	—	—	—	—
42212	Stationery & office supplies whsle .....	D	D	D	D	—	—	—	—
422120	Stationery & office supplies whsle .....	D	D	D	D	—	—	—	—
42213	Industrial & personal service paper whsle .....	D	D	D	D	—	—	—	—
422130	Industrial & personal service paper whsle .....	D	D	D	D	—	—	—	—
4222	Drugs, & druggists' sundries whsle .....	D	D	—	—	—	—	—	—
42221	Drugs, & druggists' sundries whsle .....	D	D	—	—	—	—	—	—
422210	Drugs, & druggists' sundries whsle .....	D	D	—	—	—	—	—	—
4222102	Specialty-line drug, pharmaceutical, cosmetic, & toiletries whsle .....	D	D	—	—	—	—	—	—
4223	Apparel, piece goods, & notions whsle .....	D	D	—	—	—	—	D	D
42231	Piece goods, notions, & other dry goods whsle .....	D	D	—	—	—	—	D	D
422310	Piece goods, notions, & other dry goods whsle .....	D	D	—	—	—	—	D	D
4223101	Piece goods—jobbers .....	D	D	—	—	—	—	D	D
4224	Grocery & related products whsle .....	1.1	—	19.3	—	—	—	—	—
42244	Poultry & poultry product whsle .....	D	D	—	—	—	—	D	D
422440	Poultry & poultry product whsle .....	D	D	—	—	—	—	D	D
4224402	Poultry & poultry product (except live) whsle .....	D	D	—	—	—	—	D	D
42249	Other grocery & related products whsle .....	D	D	D	D	—	—	D	D
422490	Other grocery & related products whsle .....	D	D	D	D	—	—	D	D
4224902	Bread & baked goods whsle .....	D	D	—	—	D	D	—	—
4224903	Soft drinks whsle .....	D	D	—	—	—	—	—	—
4224906	Other grocery specialties whsle .....	.7	—	—	—	—	—	D	D
4226	Chemical & allied products whsle .....	16.9	17.7	25.4	26.4	—	—	—	—
42269	Other chemical & allied products whsle .....	D	D	D	D	—	—	—	—
422690	Other chemical & allied products whsle .....	D	D	D	D	—	—	—	—
4226902	Other chemical & allied products whsle .....	D	D	D	D	—	—	—	—
4227	Petroleum & petroleum products whsle .....	D	D	—	—	—	—	—	—
4228	Beer, wine, & distilled alcoholic beverage whsle .....	D	D	D	D	—	—	—	—
42281	Beer & ale whsle .....	D	D	—	—	—	—	—	—
422810	Beer & ale whsle .....	D	D	—	—	—	—	—	—

See footnotes at end of table.



Table 4. **Percent of Sales Data Based on Administrative Records and Estimation for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

NAICS code	Geographic area and kind of business	All types of operation percent of sales—		Merchant wholesalers percent of sales—		Manufacturers' sales branches and offices percent of sales—		Agents, brokers, and commission merchants percent of sales—	
		From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>
	<b>BOSTON—WORCESTER—LAWRENCE, MA—NH—ME—CT CMSA—Con.</b>								
	<b>Lowell, MA—NH PMSA—Con.</b>								
<b>42</b>	<b>Wholesale trade—Con.</b>								
422	Wholesale trade, nondurable goods—Con.								
4229	Miscellaneous nondurable goods whsle .....	D	D	D	D	D	D	—	—
42292	Book, periodical, & newspaper whsle .....	D	D	—	—	D	D	—	—
422920	Book, periodical, & newspaper whsle .....	D	D	—	—	D	D	—	—
42293	Flower, nursery stock, & florists' supplies whsle .....	D	D	D	D	—	—	—	—
422930	Flower, nursery stock, & florists' supplies whsle .....	D	D	D	D	—	—	—	—
42294	Tobacco & tobacco product whsle .....	D	D	D	D	—	—	—	—
422940	Tobacco & tobacco product whsle .....	D	D	D	D	—	—	—	—
42295	Paint, varnish, & supplies whsle .....	D	D	—	—	—	—	—	—
422950	Paint, varnish, & supplies whsle .....	D	D	—	—	—	—	—	—
	<b>Manchester, NH PMSA</b>								
<b>42</b>	<b>Wholesale trade .....</b>	<b>2.7</b>	<b>1.1</b>	<b>4.6</b>	<b>1.7</b>	<b>—</b>	<b>.6</b>	<b>.3</b>	<b>—</b>
421	Wholesale trade, durable goods .....	1.9	1.5	D	D	D	D	D	D
4211	Motor vehicle & motor vehicle parts & supplies whsle .....	2.6	1.5	D	D	—	—	—	—
42111	Automobile & other motor vehicle whsle .....	.2	—	.2	—	—	—	—	—
421110	Automobile & other motor vehicle whsle .....	.2	—	.2	—	—	—	—	—
4211103	Light truck & van (14,000 lb or less) whsle .....	D	D	—	—	—	—	—	—
4211104	Medium truck & tractor (14,001 lb to 26,000 lb) whsle .....	D	D	—	—	—	—	—	—
4211105	Heavy truck & tractor (over 26,000 lb) whsle .....	D	D	D	D	—	—	—	—
42112	Motor vehicle supplies & new parts whsle .....	D	D	D	D	—	—	—	—
421120	Motor vehicle supplies & new parts whsle .....	D	D	D	D	—	—	—	—
4211202	Motor vehicle supplies & new parts—jobbers .....	D	D	D	D	—	—	—	—
4212	Furniture & home furnishings whsle .....	D	D	D	D	—	—	—	—
42121	Furniture whsle .....	D	D	D	D	—	—	—	—
421210	Furniture whsle .....	D	D	D	D	—	—	—	—
4212102	Office & business furniture whsle .....	D	D	D	D	—	—	—	—
4213	Lumber & other construction materials whsle .....	1.6	5.0	D	D	D	D	—	—
42131	Lumber, plywood, millwork, & wood panel whsle .....	D	D	D	D	—	—	—	—
421310	Lumber, plywood, millwork, & wood panel whsle .....	D	D	D	D	—	—	—	—
4213102	Lumber with yard whsle .....	D	D	D	D	—	—	—	—
42133	Roofing, siding, & insulation material whsle .....	D	D	—	—	—	—	—	—
421330	Roofing, siding, & insulation material whsle .....	D	D	—	—	—	—	—	—
4213301	Roofing, siding, & insulation material whsle .....	D	D	—	—	—	—	—	—
4214	Professional & commercial equipment & supplies whsle .....	4.1	.8	D	D	D	D	—	—
42141	Photographic equipment & supplies whsle .....	D	D	—	—	—	—	—	—
421410	Photographic equipment & supplies whsle .....	D	D	—	—	—	—	—	—
42142	Office equipment whsle .....	D	D	—	—	—	—	—	—
421420	Office equipment whsle .....	D	D	—	—	—	—	—	—
42143	Computer & computer peripheral equipment & software whsle .....	2.8	.9	D	D	—	—	—	—
421430	Computer & computer peripheral equipment & software whsle .....	2.8	.9	D	D	—	—	—	—
4214301	Computer & peripheral equipment whsle .....	1.8	1.1	D	D	—	—	—	—
42143012	Computers & peripheral equipment for end use .....	D	D	D	D	—	—	—	—
4214302	Computer software (packaged) whsle .....	6.4	.2	6.4	.2	—	—	—	—
42144	Other commercial equipment whsle .....	D	D	D	D	—	—	—	—
421440	Other commercial equipment whsle .....	D	D	D	D	—	—	—	—
42145	Medical, dental, & hospital equipment & supplies whsle .....	D	D	D	D	—	—	—	—
421450	Medical, dental, & hospital equipment & supplies whsle .....	D	D	D	D	—	—	—	—
4214501	Surgical, medical, & hospital supplies whsle .....	D	D	D	D	—	—	—	—
4215	Metal & mineral (except petroleum) whsle .....	—	—	—	—	—	—	—	—
42151	Metal service centers & offices .....	—	—	—	—	—	—	—	—
421510	Metal service centers & offices .....	—	—	—	—	—	—	—	—
4215101	Ferrous metal service centers & sales offices .....	—	—	—	—	—	—	—	—
42151011	Ferrous metal service centers .....	—	—	—	—	—	—	—	—

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	<b>BOSTON—WORCESTER—LAWRENCE, MA—NH—ME—CT CMSA—Con.</b>								
	<b>Manchester, NH PMSA—Con.</b>								
<b>42</b>	<b>Wholesale trade—Con.</b>								
421	Wholesale trade, durable goods—Con.								
4216	Electrical goods whsle . . . . .	1.0	1.3	2.6	1.6	—	1.4	.9	—
42161	Electrical apparatus & equip, wiring supp, & const material whsle . . . . .	.5	—	2.1	—	D	D	D	D
421610	Electrical apparatus & equip, wiring supp, & const material whsle . . . . .	.5	—	2.1	—	D	D	D	D
42169	Other electronic parts & equipment whsle . . . . .	D	D	D	D	—	—	—	—
421690	Other electronic parts & equipment whsle . . . . .	D	D	D	D	—	—	—	—
4216901	Communications equipment & supplies whsle . . . . .	4.5	4.8	D	D	—	—	—	—
4216902	Electronic parts (excluding communications equipment) whsle . . . . .	D	D	D	D	—	—	—	—
4217	Hardware, & plumbing & heating equipment & supplies whsle . . . . .	1.4	.7	D	D	—	—	D	D
42171	Hardware whsle . . . . .	D	D	D	D	—	—	—	—
421710	Hardware whsle . . . . .	D	D	D	D	—	—	—	—
42172	Plumbing & heating equipment & supplies (hydronics) whsle . . . . .	D	D	—	—	—	—	D	D
421720	Plumbing & heating equipment & supplies (hydronics) whsle . . . . .	D	D	—	—	—	—	D	D
42173	Warm air heating & air-conditioning equipment & supplies whsle . . . . .	—	13.1	—	13.1	—	—	—	—
421730	Warm air heating & air-conditioning equipment & supplies whsle . . . . .	—	13.1	—	13.1	—	—	—	—
4218	Machinery, equipment, & supplies whsle . . . . .	1.7	2.7	2.9	3.2	D	D	D	D
42183	Industrial machinery & equipment whsle . . . . .	2.1	2.1	D	D	D	D	—	—
421830	Industrial machinery & equipment whsle . . . . .	2.1	2.1	D	D	D	D	—	—
4218303	General-purpose industrial machinery & equipment whsle . . . . .	4.6	.6	12.0	1.6	—	—	—	—
4218307	Other industrial machinery & equipment whsle . . . . .	.6	2.0	—	—	D	D	—	—
42184	Industrial supplies whsle . . . . .	D	D	D	D	—	—	—	—
421840	Industrial supplies whsle . . . . .	D	D	D	D	—	—	—	—
4218402	Mechanical power transmission supplies whsle . . . . .	D	D	D	D	—	—	—	—
42185	Service establishment equipment & supplies whsle . . . . .	1.3	3.8	D	D	—	—	—	—
421850	Service establishment equipment & supplies whsle . . . . .	1.3	3.8	D	D	—	—	—	—
4218501	Beauty & barber shop equipment & supplies whsle . . . . .	D	D	D	D	—	—	—	—
4218503	Laundry & dry-cleaning equipment & supplies whsle . . . . .	D	D	D	D	—	—	—	—
4219	Miscellaneous durable goods whsle . . . . .	D	D	D	D	—	—	D	D
42191	Sporting & recreational goods & supplies whsle . . . . .	D	D	—	—	—	—	—	—
421910	Sporting & recreational goods & supplies whsle . . . . .	D	D	—	—	—	—	—	—
422	Wholesale trade, nondurable goods . . . . .	3.4	.8	D	D	D	D	D	D
4221	Paper & paper product whsle . . . . .	D	D	D	D	—	—	—	—
42212	Stationery & office supplies whsle . . . . .	17.3	—	D	D	—	—	—	—
422120	Stationery & office supplies whsle . . . . .	17.3	—	D	D	—	—	—	—
4223	Apparel, piece goods, & notions whsle . . . . .	6.0	27.7	—	—	—	—	—	—
4224	Grocery & related products whsle . . . . .	.1	.2	.4	.7	D	D	D	D
42244	Poultry & poultry product whsle . . . . .	D	D	D	D	—	—	—	—
422440	Poultry & poultry product whsle . . . . .	D	D	D	D	—	—	—	—
4224402	Poultry & poultry product (except live) whsle . . . . .	D	D	D	D	—	—	—	—
42245	Confectionery whsle . . . . .	D	D	—	—	—	—	—	—
422450	Confectionery whsle . . . . .	D	D	—	—	—	—	—	—
42249	Other grocery & related products whsle . . . . .	.1	.3	D	D	D	D	—	—
422490	Other grocery & related products whsle . . . . .	.1	.3	D	D	D	D	—	—
4224902	Bread & baked goods whsle . . . . .	D	D	—	—	—	—	—	—
4224903	Soft drinks whsle . . . . .	D	D	—	—	—	—	—	—
4224906	Other grocery specialties whsle . . . . .	D	D	D	D	D	D	—	—
4226	Chemical & allied products whsle . . . . .	D	D	7.3	6.0	—	—	—	—
42269	Other chemical & allied products whsle . . . . .	D	D	D	D	—	—	—	—
422690	Other chemical & allied products whsle . . . . .	D	D	D	D	—	—	—	—
4227	Petroleum & petroleum products whsle . . . . .	D	D	D	D	—	—	—	—
42271	Petroleum bulk stations & terminals . . . . .	D	D	D	D	—	—	—	—
422710	Petroleum bulk stations & terminals . . . . .	D	D	D	D	—	—	—	—
4227101	Petroleum bulk stations & terminals (except LP) . . . . .	D	D	D	D	—	—	—	—

See footnotes at end of table.

**Table 4. Percent of Sales Data Based on Administrative Records and Estimation for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

NAICS code	Geographic area and kind of business	All types of operation percent of sales—		Merchant wholesalers percent of sales—		Manufacturers' sales branches and offices percent of sales—		Agents, brokers, and commission merchants percent of sales—	
		From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>
	<b>BOSTON—WORCESTER—LAWRENCE, MA—NH—ME—CT CMSA—Con.</b>								
	<b>Manchester, NH PMSA—Con.</b>								
<b>42</b>	<b>Wholesale trade—Con.</b>								
422	Wholesale trade, nondurable goods—Con.								
4228	Beer, wine, & distilled alcoholic beverage whsle ..	—	—	D	D	—	—	D	D
42281	Beer & ale whsle .....	D	D	D	D	—	—	—	—
422810	Beer & ale whsle .....	D	D	D	D	—	—	—	—
42282	Wine & distilled alcoholic beverage whsle .....	D	D	—	—	—	—	D	D
422820	Wine & distilled alcoholic beverage whsle ...	D	D	—	—	—	—	D	D
4228201	Wine & distilled alcoholic bev (licensed operation) whsle .....	D	D	—	—	—	—	D	D
4229	Miscellaneous nondurable goods whsle .....	D	D	D	D	—	—	—	—
42294	Tobacco & tobacco product whsle .....	D	D	—	—	—	—	—	—
422940	Tobacco & tobacco product whsle .....	D	D	—	—	—	—	—	—
	<b>Nashua, NH PMSA</b>								
<b>42</b>	<b>Wholesale trade .....</b>	<b>2.9</b>	<b>3.7</b>	<b>5.1</b>	<b>5.4</b>	<b>—</b>	<b>2.1</b>	<b>.4</b>	<b>—</b>
421	Wholesale trade, durable goods .....	3.2	2.5	5.7	3.2	—	2.3	—	—
4211	Motor vehicle & motor vehicle parts & supplies whsle .....	2.5	.6	D	D	—	—	—	—
42111	Automobile & other motor vehicle whsle .....	D	D	D	D	—	—	—	—
421110	Automobile & other motor vehicle whsle .....	D	D	D	D	—	—	—	—
4211104	Medium truck & tractor (14,001 lb to 26,000 lb) whsle .....	D	D	—	—	—	—	—	—
4212	Furniture & home furnishings whsle .....	4.5	3.6	D	D	—	—	—	—
42121	Furniture whsle .....	D	D	—	—	—	—	—	—
421210	Furniture whsle .....	D	D	—	—	—	—	—	—
4213	Lumber & other construction materials whsle ....	D	D	D	D	D	D	—	—
42131	Lumber, plywood, millwork, & wood panel whsle .....	D	D	D	D	—	—	—	—
421310	Lumber, plywood, millwork, & wood panel whsle .....	D	D	D	D	—	—	—	—
4213101	Lumber without yard whsle .....	D	D	D	D	—	—	—	—
4213103	Plywood, veneer, millwork, & wood panel whsle .....	D	D	D	D	—	—	—	—
4214	Professional & commercial equipment & supplies whsle .....	.7	4.4	D	D	D	D	D	D
42142	Office equipment whsle .....	D	D	D	D	—	—	—	—
421420	Office equipment whsle .....	D	D	D	D	—	—	—	—
42143	Computer & computer peripheral equipment & software whsle .....	.8	4.1	D	D	D	D	—	—
421430	Computer & computer peripheral equipment & software whsle .....	.8	4.1	D	D	D	D	—	—
4214301	Computer & peripheral equipment whsle ..	.5	3.1	D	D	D	D	—	—
42143011	Computers & peripheral equipment for resale .....	D	D	—	—	—	—	—	—
42143012	Computers & peripheral equipment for end use .....	D	D	D	D	D	D	—	—
4214302	Computer software (packaged) whsle .....	13.5	46.3	13.5	46.3	—	—	—	—
42149	Other professional equipment & supplies whsle .....	D	D	D	D	—	—	—	—
421490	Other professional equipment & supplies whsle .....	D	D	D	D	—	—	—	—
4214901	Religious & school supplies whsle .....	D	D	D	D	—	—	—	—
4215	Metal & mineral (except petroleum) whsle .....	D	D	—	—	—	—	—	—
42151	Metal service centers & offices .....	D	D	—	—	—	—	—	—
421510	Metal service centers & offices .....	D	D	—	—	—	—	—	—
4215101	Ferrous metal service centers & sales offices .....	D	D	—	—	—	—	—	—
42151011	Ferrous metal service centers .....	D	D	—	—	—	—	—	—
4216	Electrical goods whsle .....	6.7	3.4	D	D	D	D	—	—
42161	Electrical apparatus & equip, wiring supp, & const material whsle .....	D	D	D	D	—	—	—	—
421610	Electrical apparatus & equip, wiring supp, & const material whsle .....	D	D	D	D	—	—	—	—
42169	Other electronic parts & equipment whsle .....	D	D	D	D	D	D	—	—
421690	Other electronic parts & equipment whsle ...	D	D	D	D	D	D	—	—
4216902	Electronic parts (excluding communications equipment) whsle .....	D	D	D	D	D	D	—	—
4217	Hardware, & plumbing & heating equipment & supplies whsle .....	D	D	D	D	—	—	—	—
42171	Hardware whsle .....	D	D	D	D	—	—	—	—
421710	Hardware whsle .....	D	D	D	D	—	—	—	—
42173	Warm air heating & air-conditioning equipment & supplies whsle .....	D	D	D	D	—	—	—	—
421730	Warm air heating & air-conditioning equipment & supplies whsle .....	D	D	D	D	—	—	—	—

See footnotes at end of table.

**Table 4. Percent of Sales Data Based on Administrative Records and Estimation for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

NAICS code	Geographic area and kind of business	All types of operation percent of sales—		Merchant wholesalers percent of sales—		Manufacturers' sales branches and offices percent of sales—		Agents, brokers, and commission merchants percent of sales—	
		From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>
	<b>BOSTON—WORCESTER—LAWRENCE, MA—NH—ME—CT CMSA—Con.</b>								
	<b>Nashua, NH PMSA—Con.</b>								
<b>42</b>	<b>Wholesale trade—Con.</b>								
421	Wholesale trade, durable goods—Con.								
4218	Machinery, equipment, & supplies whse . . . . .	9.8	2.0	15.7	.9	—	5.9	—	—
42183	Industrial machinery & equipment whse . . . . .	14.6	.9	20.6	1.2	D	D	D	D
421830	Industrial machinery & equipment whse . . . . .	14.6	.9	20.6	1.2	D	D	D	D
4218302	Hydraulic & pneumatic (fluid-power) machinery & equipment whse . . . . .	—	.2	D	D	—	—	—	—
4218303	General-purpose industrial machinery & equipment whse . . . . .	.4	1.9	D	D	—	—	—	—
4218304	Metalworking machinery & equipment whse . . . . .	D	D	D	D	—	—	—	—
4218305	Materials handling equipment whse . . . . .	D	D	—	—	—	—	—	—
4218307	Other industrial machinery & equipment whse . . . . .	D	D	—	—	—	—	—	—
42185	Service establishment equipment & supplies whse . . . . .	D	D	—	—	D	D	—	—
421850	Service establishment equipment & supplies whse . . . . .	D	D	—	—	D	D	—	—
4218503	Laundry & dry-cleaning equipment & supplies whse . . . . .	D	D	—	—	D	D	—	—
42186	Transportation equipment & supplies (exc motor vehicle) whse . . . . .	D	D	D	D	—	—	—	—
421860	Transportation equipment & supplies (exc motor vehicle) whse . . . . .	D	D	D	D	—	—	—	—
4219	Miscellaneous durable goods whse . . . . .	D	D	D	D	—	—	—	—
42191	Sporting & recreational goods & supplies whse . . . . .	D	D	D	D	—	—	—	—
421910	Sporting & recreational goods & supplies whse . . . . .	D	D	D	D	—	—	—	—
422	Wholesale trade, nondurable goods . . . . .	1.7	8.1	2.6	13.5	—	1.4	4.0	—
4221	Paper & paper product whse . . . . .	6.7	1.6	D	D	—	—	—	—
42212	Stationery & office supplies whse . . . . .	D	D	D	D	—	—	—	—
422120	Stationery & office supplies whse . . . . .	D	D	D	D	—	—	—	—
4223	Apparel, piece goods, & notions whse . . . . .	D	D	—	—	D	D	—	—
42234	Footwear whse . . . . .	D	D	—	—	—	—	—	—
422340	Footwear whse . . . . .	D	D	—	—	—	—	—	—
4224	Grocery & related products whse . . . . .	D	D	D	D	—	5.4	—	—
42249	Other grocery & related products whse . . . . .	D	D	D	D	D	D	—	—
422490	Other grocery & related products whse . . . . .	D	D	D	D	D	D	—	—
4224902	Bread & baked goods whse . . . . .	D	D	—	—	—	—	—	—
4224903	Soft drinks whse . . . . .	D	D	D	D	—	—	—	—
4226	Chemical & allied products whse . . . . .	1.4	—	2.0	—	—	—	—	—
42261	Plastics materials & basic forms & shapes whse . . . . .	2.2	—	D	D	—	—	—	—
422610	Plastics materials & basic forms & shapes whse . . . . .	2.2	—	D	D	—	—	—	—
42269	Other chemical & allied products whse . . . . .	.8	—	D	D	—	—	—	—
422690	Other chemical & allied products whse . . . . .	.8	—	D	D	—	—	—	—
4226902	Other chemical & allied products whse . . . . .	D	D	D	D	—	—	—	—
4227	Petroleum & petroleum products whse . . . . .	D	D	D	D	—	—	—	—
4228	Beer, wine, & distilled alcoholic beverage whse . . . . .	D	D	—	—	—	—	—	—
42281	Beer & ale whse . . . . .	D	D	—	—	—	—	—	—
422810	Beer & ale whse . . . . .	D	D	—	—	—	—	—	—
4229	Miscellaneous nondurable goods whse . . . . .	D	D	D	D	D	D	D	D
42292	Book, periodical, & newspaper whse . . . . .	D	D	—	—	—	—	—	—
422920	Book, periodical, & newspaper whse . . . . .	D	D	—	—	—	—	—	—
42294	Tobacco & tobacco product whse . . . . .	D	D	—	—	—	—	—	—
422940	Tobacco & tobacco product whse . . . . .	D	D	—	—	—	—	D	D
422990	Other miscellaneous nondurable goods whse . . . . .	D	D	—	—	—	—	—	—
4229904	Other nondurable goods whse . . . . .	D	D	—	—	—	—	D	D

See footnotes at end of table.

Table 4. **Percent of Sales Data Based on Administrative Records and Estimation for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

NAICS code	Geographic area and kind of business	All types of operation percent of sales—		Merchant wholesalers percent of sales—		Manufacturers' sales branches and offices percent of sales—		Agents, brokers, and commission merchants percent of sales—	
		From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>
	<b>BOSTON—WORCESTER—LAWRENCE, MA—NH—ME—CT CMSA—Con.</b>								
	<b>New Bedford, MA PMSA</b>								
42	Wholesale trade .....	12.8	4.9	21.8	7.6	D	D	D	D
421	Wholesale trade, durable goods .....	3.7	3.0	D	D	D	D	D	D
4211	Motor vehicle & motor vehicle parts & supplies whsle .....	D	D	D	D	—	—	—	—
42114	Motor vehicle parts, (used) whsle .....	—	—	—	—	—	—	—	—
421140	Motor vehicle parts, (used) whsle .....	—	—	—	—	—	—	—	—
4212	Furniture & home furnishings whsle .....	51.5	34.6	51.5	34.6	—	—	—	—
42122	Home furnishings whsle .....	D	D	D	D	—	—	—	—
421220	Home furnishings whsle .....	D	D	D	D	—	—	—	—
4216	Electrical goods whsle .....	D	D	D	D	—	—	—	—
42169	Other electronic parts & equipment whsle .....	D	D	D	D	—	—	—	—
421690	Other electronic parts & equipment whsle .....	D	D	D	D	—	—	—	—
4216902	Electronic parts (excluding communications equipment) whsle .....	D	D	D	D	—	—	—	—
4217	Hardware, & plumbing & heating equipment & supplies whsle .....	—	—	—	—	—	—	—	—
42171	Hardware whsle .....	—	—	—	—	—	—	—	—
421710	Hardware whsle .....	—	—	—	—	—	—	—	—
4218	Machinery, equipment, & supplies whsle .....	D	D	D	D	—	—	—	—
42184	Industrial supplies whsle .....	D	D	D	D	—	—	—	—
421840	Industrial supplies whsle .....	D	D	D	D	—	—	—	—
4218401	General-line industrial supplies whsle .....	D	D	D	D	—	—	—	—
4218402	Mechanical power transmission supplies whsle .....	D	D	—	—	—	—	—	—
4219	Miscellaneous durable goods whsle .....	D	D	D	D	D	D	—	—
42191	Sporting & recreational goods & supplies whsle .....	D	D	D	D	D	D	—	—
421910	Sporting & recreational goods & supplies whsle .....	D	D	D	D	D	D	—	—
42199	Other miscellaneous durable goods whsle .....	D	D	—	—	—	—	—	—
421990	Other miscellaneous durable goods whsle .....	D	D	—	—	—	—	—	—
422	Wholesale trade, nondurable goods .....	21.3	6.6	D	D	D	D	D	D
4221	Paper & paper product whsle .....	.6	4.3	.6	4.3	—	—	—	—
42213	Industrial & personal service paper whsle .....	.5	4.6	.5	4.6	—	—	—	—
422130	Industrial & personal service paper whsle .....	.5	4.6	.5	4.6	—	—	—	—
4223	Apparel, piece goods, & notions whsle .....	D	D	D	D	D	D	—	—
42232	Men's & boys' clothing & furnishings whsle .....	D	D	D	D	—	—	—	—
422320	Men's & boys' clothing & furnishings whsle .....	D	D	D	D	—	—	—	—
4224	Grocery & related products whsle .....	D	D	D	D	—	—	—	—
42242	Packaged frozen food whsle .....	—	.9	—	.9	—	—	—	—
422420	Packaged frozen food whsle .....	—	.9	—	.9	—	—	—	—
42246	Fish & seafood whsle .....	36.9	6.4	36.9	6.4	—	—	—	—
422460	Fish & seafood whsle .....	36.9	6.4	36.9	6.4	—	—	—	—
42249	Other grocery & related products whsle .....	D	D	D	D	—	—	—	—
422490	Other grocery & related products whsle .....	D	D	D	D	—	—	—	—
4224902	Bread & baked goods whsle .....	D	D	D	D	—	—	—	—
4226	Chemical & allied products whsle .....	D	D	—	—	—	—	—	—
42269	Other chemical & allied products whsle .....	D	D	—	—	—	—	—	—
422690	Other chemical & allied products whsle .....	D	D	—	—	—	—	—	—
4227	Petroleum & petroleum products whsle .....	D	D	D	D	—	—	—	—
4228	Beer, wine, & distilled alcoholic beverage whsle .....	D	D	D	D	—	—	—	—
42281	Beer & ale whsle .....	D	D	D	D	—	—	—	—
422810	Beer & ale whsle .....	D	D	D	D	—	—	—	—
4229	Miscellaneous nondurable goods whsle .....	D	D	D	D	—	—	—	—
42294	Tobacco & tobacco product whsle .....	D	D	—	—	—	—	—	—
422940	Tobacco & tobacco product whsle .....	D	D	—	—	—	—	—	—

See footnotes at end of table.

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NAICS code	Geographic area and kind of business	All types of operation percent of sales—		Merchant wholesalers percent of sales—		Manufacturers' sales branches and offices percent of sales—		Agents, brokers, and commission merchants percent of sales—	
		From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>
	<b>BOSTON—WORCESTER—LAWRENCE, MA—NH—ME—CT CMSA—Con.</b>								
	<b>Portsmouth—Rochester, NH—ME PMSA</b>								
42	Wholesale trade .....	1.9	1.5	2.3	1.2	—	1.8	1.6	5.2
421	Wholesale trade, durable goods .....	2.6	4.3	3.5	4.0	D	D	D	D
4211	Motor vehicle & motor vehicle parts & supplies whsle .....	D	D	D	D	—	—	—	—
4212	Furniture & home furnishings whsle .....	D	D	D	D	—	—	—	—
42122	Home furnishings whsle .....	D	D	D	D	—	—	—	—
421220	Home furnishings whsle .....	D	D	D	D	—	—	—	—
4212204	Other home furnishings whsle .....	D	D	D	D	—	—	—	—
4213	Lumber & other construction materials whsle ....	2.9	—	3.1	—	—	—	—	—
42131	Lumber, plywood, millwork, & wood panel whsle .....	D	D	D	D	—	—	—	—
421310	Lumber, plywood, millwork, & wood panel whsle .....	D	D	D	D	—	—	—	—
4213102	Lumber with yard whsle .....	D	D	—	—	—	—	—	—
42139	Other construction materials whsle .....	D	D	D	D	—	—	—	—
421390	Other construction materials whsle .....	D	D	D	D	—	—	—	—
4214	Professional & commercial equipment & supplies whsle .....	1.5	2.0	1.5	1.6	—	—	—	—
42143	Computer & computer peripheral equipment & software whsle .....	D	D	D	D	—	—	—	—
421430	Computer & computer peripheral equipment & software whsle .....	D	D	D	D	—	—	—	—
4214301	Computer & peripheral equipment whsle ..	D	D	D	D	—	—	—	—
42143011	Computers & peripheral equipment for resale .....	D	D	D	D	—	—	—	—
4214302	Computer software (packaged) whsle .....	D	D	D	D	—	—	—	—
42144	Other commercial equipment whsle .....	D	D	—	—	—	—	—	—
421440	Other commercial equipment whsle .....	D	D	—	—	—	—	—	—
42145	Medical, dental, & hospital equipment & supplies whsle .....	8.9	26.9	—	—	—	—	—	—
421450	Medical, dental, & hospital equipment & supplies whsle .....	8.9	26.9	—	—	—	—	—	—
4215	Metal & mineral (except petroleum) whsle .....	—	—	—	—	—	—	—	—
42151	Metal service centers & offices .....	—	—	—	—	—	—	—	—
421510	Metal service centers & offices .....	—	—	—	—	—	—	—	—
4215101	Ferrous metal service centers & sales offices .....	—	—	—	—	—	—	—	—
4216	Electrical goods whsle .....	1.5	4.2	D	D	D	D	D	D
42161	Electrical apparatus & equip, wiring supp, & const material whsle .....	D	D	D	D	D	D	—	—
421610	Electrical apparatus & equip, wiring supp, & const material whsle .....	D	D	D	D	D	D	—	—
42169	Other electronic parts & equipment whsle .....	D	D	D	D	—	—	D	D
421690	Other electronic parts & equipment whsle ...	D	D	D	D	—	—	D	D
4216901	Communications equipment & supplies whsle .....	D	D	—	—	—	—	—	—
4216902	Electronic parts (excluding communications equipment) whsle .....	D	D	D	D	—	—	—	—
4217	Hardware, & plumbing & heating equipment & supplies whsle .....	D	D	D	D	D	D	—	—
42171	Hardware whsle .....	D	D	D	D	—	—	—	—
421710	Hardware whsle .....	D	D	D	D	—	—	—	—
4218	Machinery, equipment, & supplies whsle .....	3.6	5.1	3.7	6.0	—	—	3.2	—
42183	Industrial machinery & equipment whsle .....	4.3	8.9	D	D	—	—	D	D
421830	Industrial machinery & equipment whsle .....	4.3	8.9	D	D	—	—	D	D
4218303	General-purpose industrial machinery & equipment whsle .....	—	11.1	—	—	—	—	—	—
4218307	Other industrial machinery & equipment whsle .....	5.5	3.8	D	D	—	—	—	—
42184	Industrial supplies whsle .....	D	D	D	D	—	—	—	—
421840	Industrial supplies whsle .....	D	D	D	D	—	—	—	—
42185	Service establishment equipment & supplies whsle .....	—	—	—	—	—	—	—	—
421850	Service establishment equipment & supplies whsle .....	—	—	—	—	—	—	—	—
4218503	Laundry & dry-cleaning equipment & supplies whsle .....	D	D	D	D	—	—	—	—
4219	Miscellaneous durable goods whsle .....	D	D	4.6	3.5	—	—	—	—
42191	Sporting & recreational goods & supplies whsle .....	2.2	6.9	D	D	—	—	—	—
421910	Sporting & recreational goods & supplies whsle .....	2.2	6.9	D	D	—	—	—	—
42199	Other miscellaneous durable goods whsle .....	D	D	D	D	—	—	—	—
421990	Other miscellaneous durable goods whsle ...	D	D	D	D	—	—	—	—

See footnotes at end of table.

**Table 4. Percent of Sales Data Based on Administrative Records and Estimation for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

NAICS code	Geographic area and kind of business	All types of operation percent of sales—		Merchant wholesalers percent of sales—		Manufacturers' sales branches and offices percent of sales—		Agents, brokers, and commission merchants percent of sales—	
		From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>
	<b>BOSTON—WORCESTER—LAWRENCE, MA—NH—ME—CT CMSA—Con.</b>								
	<b>Portsmouth—Rochester, NH—ME PMSA—Con.</b>								
<b>42</b>	<b>Wholesale trade—Con.</b>								
422	Wholesale trade, nondurable goods .....	1.6	.2	1.8	.2	D	D	D	D
4221	Paper & paper product whsle .....	D	D	D	D	—	—	—	—
42212	Stationery & office supplies whsle .....	D	D	D	D	—	—	—	—
422120	Stationery & office supplies whsle .....	D	D	D	D	—	—	—	—
42213	Industrial & personal service paper whsle .....	D	D	D	D	—	—	—	—
422130	Industrial & personal service paper whsle .....	D	D	D	D	—	—	—	—
4222	Drugs, & druggists' sundries whsle .....	D	D	—	—	—	—	—	—
42221	Drugs, & druggists' sundries whsle .....	D	D	—	—	—	—	—	—
422210	Drugs, & druggists' sundries whsle .....	D	D	—	—	—	—	—	—
4222102	Specialty-line drug, pharmaceutical, cosmetic, & toiletries whsle .....	D	D	—	—	—	—	—	—
4223	Apparel, piece goods, & notions whsle .....	D	D	D	D	—	—	—	—
42234	Footwear whsle .....	D	D	D	D	—	—	—	—
422340	Footwear whsle .....	D	D	D	D	—	—	—	—
4224	Grocery & related products whsle .....	7.2	.8	9.5	1.1	—	—	D	D
42242	Packaged frozen food whsle .....	3.4	—	D	D	—	—	—	—
422420	Packaged frozen food whsle .....	3.4	—	D	D	—	—	—	—
42244	Poultry & poultry product whsle .....	D	D	—	—	—	—	—	—
422440	Poultry & poultry product whsle .....	D	D	—	—	—	—	—	—
4224402	Poultry & poultry product (except live) whsle .....	D	D	—	—	—	—	—	—
42245	Confectionery whsle .....	D	D	D	D	—	—	—	—
422450	Confectionery whsle .....	D	D	D	D	—	—	—	—
42246	Fish & seafood whsle .....	5.4	—	5.4	—	—	—	—	—
422460	Fish & seafood whsle .....	5.4	—	5.4	—	—	—	—	—
42249	Other grocery & related products whsle .....	26.7	4.4	D	D	—	—	—	—
422490	Other grocery & related products whsle .....	26.7	4.4	D	D	—	—	—	—
4224902	Bread & baked goods whsle .....	D	D	—	—	—	—	—	—
4224903	Soft drinks whsle .....	D	D	—	—	—	—	—	—
4226	Chemical & allied products whsle .....	D	D	D	D	—	—	—	—
42261	Plastics materials & basic forms & shapes whsle .....	D	D	D	D	—	—	—	—
422610	Plastics materials & basic forms & shapes whsle .....	D	D	D	D	—	—	—	—
42269	Other chemical & allied products whsle .....	D	D	D	D	—	—	—	—
422690	Other chemical & allied products whsle .....	D	D	D	D	—	—	—	—
4226902	Other chemical & allied products whsle .....	D	D	D	D	—	—	—	—
4227	Petroleum & petroleum products whsle .....	D	D	D	D	—	—	—	—
42271	Petroleum bulk stations & terminals .....	D	D	D	D	—	—	—	—
422710	Petroleum bulk stations & terminals .....	D	D	D	D	—	—	—	—
4227101	Petroleum bulk stations & terminals (except LP) .....	D	D	D	D	—	—	—	—
42272	Petroleum & petroleum prod whsle (exc bulk stations & terminals) .....	D	D	D	D	—	—	—	—
422720	Petroleum & petroleum prod whsle (exc bulk stations & terminals) .....	D	D	D	D	—	—	—	—
4228	Beer, wine, & distilled alcoholic beverage whsle ..	D	D	—	—	—	—	—	—
42281	Beer & ale whsle .....	D	D	—	—	—	—	—	—
422810	Beer & ale whsle .....	D	D	—	—	—	—	—	—
4229	Miscellaneous nondurable goods whsle .....	D	D	D	D	—	—	D	D
42299	Other miscellaneous nondurable goods whsle ..	D	D	D	D	—	—	D	D
422990	Other miscellaneous nondurable goods whsle ..	D	D	D	D	—	—	D	D
4229904	Other nondurable goods whsle .....	D	D	D	D	—	—	—	—
	<b>Worcester, MA—CT PMSA</b>								
<b>42</b>	<b>Wholesale trade .....</b>	<b>2.0</b>	<b>4.0</b>	<b>D</b>	<b>D</b>	<b>—</b>	<b>1.5</b>	<b>D</b>	<b>D</b>

See footnotes at end of table.

Table 4. **Percent of Sales Data Based on Administrative Records and Estimation for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

NAICS code	Geographic area and kind of business	All types of operation percent of sales—		Merchant wholesalers percent of sales—		Manufacturers' sales branches and offices percent of sales—		Agents, brokers, and commission merchants percent of sales—	
		From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>
	<b>BOSTON—WORCESTER—LAWRENCE, MA—NH—ME—CT CMSA—Con.</b>								
	<b>Worcester, MA—CT PMSA—Con.</b>								
<b>42</b>	<b>Wholesale trade—Con.</b>								
421	Wholesale trade, durable goods . . . . .	1.8	3.6	5.2	9.7	D	D	D	D
4211	Motor vehicle & motor vehicle parts & supplies whsle . . . . .	.4	2.9	D	D	D	D	—	—
42111	Automobile & other motor vehicle whsle . . . . .	D	D	3.4	29.0	D	D	—	—
421110	Automobile & other motor vehicle whsle . . . . .	D	D	3.4	29.0	D	D	—	—
4211101	Automobile & motorcycle whsle . . . . .	D	D	—	—	—	—	—	—
4211105	Heavy truck & tractor (over 26,000 lb) whsle . . . . .	D	D	D	D	—	—	—	—
42112	Motor vehicle supplies & new parts whsle . . . . .	D	D	D	D	—	—	—	—
421120	Motor vehicle supplies & new parts whsle . . . . .	D	D	D	D	—	—	—	—
4211202	Motor vehicle supplies & new parts—jobbers . . . . .	D	D	D	D	—	—	—	—
42113	Tire & tube whsle . . . . .	D	D	D	D	—	—	—	—
421130	Tire & tube whsle . . . . .	D	D	D	D	—	—	—	—
42114	Motor vehicle parts, (used) whsle . . . . .	D	D	D	D	—	—	—	—
421140	Motor vehicle parts, (used) whsle . . . . .	D	D	D	D	—	—	—	—
4212	Furniture & home furnishings whsle . . . . .	D	D	D	D	—	—	—	—
42121	Furniture whsle . . . . .	D	D	D	D	—	—	—	—
421210	Furniture whsle . . . . .	D	D	D	D	—	—	—	—
4212102	Office & business furniture whsle . . . . .	D	D	D	D	—	—	—	—
4213	Lumber & other construction materials whsle . . . . .	4.2	5.3	5.3	6.6	D	D	D	D
42131	Lumber, plywood, millwork, & wood panel whsle . . . . .	4.2	3.4	5.1	4.1	—	—	—	—
421310	Lumber, plywood, millwork, & wood panel whsle . . . . .	4.2	3.4	5.1	4.1	—	—	—	—
4213101	Lumber without yard whsle . . . . .	—	—	—	—	—	—	—	—
4213102	Lumber with yard whsle . . . . .	D	D	—	—	—	—	—	—
4213103	Plywood, veneer, millwork, & wood panel whsle . . . . .	D	D	—	—	—	—	—	—
42132	Brick, stone, & related construction materials whsle . . . . .	D	D	—	—	—	—	—	—
421320	Brick, stone, & related construction materials whsle . . . . .	D	D	—	—	—	—	—	—
4214	Professional & commercial equipment & supplies whsle . . . . .	1.3	3.6	8.1	21.3	—	.1	—	—
42142	Office equipment whsle . . . . .	D	D	D	D	—	—	—	—
421420	Office equipment whsle . . . . .	D	D	D	D	—	—	—	—
42143	Computer & computer peripheral equipment & software whsle . . . . .	.5	2.8	D	D	D	D	D	D
421430	Computer & computer peripheral equipment & software whsle . . . . .	.5	2.8	D	D	D	D	D	D
4214301	Computer & peripheral equipment whsle . . . . .	D	D	D	D	D	D	—	—
42143011	Computers & peripheral equipment for resale . . . . .	D	D	D	D	D	D	—	—
42143012	Computers & peripheral equipment for end use . . . . .	D	D	D	D	D	D	—	—
4214302	Computer software (packaged) whsle . . . . .	D	D	—	—	—	—	D	D
42144	Other commercial equipment whsle . . . . .	D	D	D	D	—	—	D	D
421440	Other commercial equipment whsle . . . . .	D	D	D	D	—	—	D	D
4214401	Restaurant & hotel equipment & supplies whsle . . . . .	D	D	—	—	—	—	D	D
4214402	Store machines & equipment whsle . . . . .	D	D	D	D	—	—	—	—
42145	Medical, dental, & hospital equipment & supplies whsle . . . . .	D	D	D	D	D	D	—	—
421450	Medical, dental, & hospital equipment & supplies whsle . . . . .	D	D	D	D	D	D	—	—
4214501	Surgical, medical, & hospital supplies whsle . . . . .	D	D	D	D	—	—	—	—
4214502	Dental equipment & supplies whsle . . . . .	D	D	D	D	—	—	—	—
42146	Ophthalmic goods whsle . . . . .	D	D	D	D	—	—	—	—
421460	Ophthalmic goods whsle . . . . .	D	D	D	D	—	—	—	—
4215	Metal & mineral (except petroleum) whsle . . . . .	5.5	5.1	D	D	—	—	—	—
42151	Metal service centers & offices . . . . .	D	D	D	D	—	—	—	—
421510	Metal service centers & offices . . . . .	D	D	D	D	—	—	—	—
4215101	Ferrous metal service centers & sales offices . . . . .	6.0	4.2	D	D	—	—	—	—
42151011	Ferrous metal service centers . . . . .	7.6	—	D	D	—	—	—	—
42151012	Ferrous metal sales offices . . . . .	1.9	15.2	—	—	—	—	—	—

See footnotes at end of table.



**Table 4. Percent of Sales Data Based on Administrative Records and Estimation for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

NAICS code	Geographic area and kind of business	All types of operation percent of sales—		Merchant wholesalers percent of sales—		Manufacturers' sales branches and offices percent of sales—		Agents, brokers, and commission merchants percent of sales—	
		From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>
	<b>BOSTON—WORCESTER—LAWRENCE, MA—NH—ME—CT CMSA—Con.</b>								
	<b>Worcester, MA—CT PMSA—Con.</b>								
<b>42</b>	<b>Wholesale trade—Con.</b>								
421	Wholesale trade, durable goods—Con.								
4216	Electrical goods whsle .....	4.8	5.1	9.0	9.1	D	D	D	D
42161	Electrical apparatus & equip, wiring supp, & const material whsle .....	8.2	19.4	15.0	33.2	—	—	D	D
421610	Electrical apparatus & equip, wiring supp, & const material whsle .....	8.2	19.4	15.0	33.2	—	—	D	D
42162	Electrical appliance, television & radio set whsle .....	—	—	D	D	—	—	—	—
421620	Electrical appliance, television & radio set whsle .....	—	—	D	D	—	—	—	—
42169	Other electronic parts & equipment whsle .....	10.9	2.2	D	D	—	—	D	D
421690	Other electronic parts & equipment whsle .....	10.9	2.2	D	D	—	—	D	D
4216901	Communications equipment & supplies whsle .....	—	2.3	D	D	—	—	—	—
4216902	Electronic parts (excluding communications equipment) whsle .....	15.5	2.2	D	D	—	—	D	D
4217	Hardware, & plumbing & heating equipment & supplies whsle .....	D	D	D	D	—	—	D	D
42171	Hardware whsle .....	D	D	D	D	—	—	—	—
421710	Hardware whsle .....	D	D	D	D	—	—	—	—
42172	Plumbing & heating equipment & supplies (hydronics) whsle .....	D	D	D	D	—	—	D	D
421720	Plumbing & heating equipment & supplies (hydronics) whsle .....	D	D	D	D	—	—	D	D
42173	Warm air heating & air-conditioning equipment & supplies whsle .....	D	D	—	—	—	—	—	—
421730	Warm air heating & air-conditioning equipment & supplies whsle .....	D	D	—	—	—	—	—	—
4218	Machinery, equipment, & supplies whsle .....	.4	1.2	D	D	D	D	D	D
42181	Construction & mining (except petroleum) machinery & equip whsle .....	D	D	D	D	—	—	—	—
421810	Construction & mining (except petroleum) machinery & equip whsle .....	D	D	D	D	—	—	—	—
42182	Farm & garden machinery & equipment whsle .....	D	D	D	D	—	—	—	—
421820	Farm & garden machinery & equipment whsle .....	D	D	D	D	—	—	—	—
4218203	Lawn & garden machinery & equipment whsle .....	D	D	D	D	—	—	—	—
42183	Industrial machinery & equipment whsle .....	.5	3.3	.7	4.2	D	D	D	D
421830	Industrial machinery & equipment whsle .....	.5	3.3	.7	4.2	D	D	D	D
4218302	Hydraulic & pneumatic (fluid-power) machinery & equipment whsle .....	—	—	D	D	—	—	—	—
42183021	Hydraulic & pneumatic pumps & motors whsle .....	D	D	—	—	—	—	—	—
4218303	General-purpose industrial machinery & equipment whsle .....	.2	.9	.3	1.3	—	—	—	—
4218304	Metalworking machinery & equipment whsle .....	.4	3.7	.6	5.3	—	—	—	—
4218305	Materials handling equipment whsle .....	—	5.5	D	D	—	—	—	—
4218307	Other industrial machinery & equipment whsle .....	D	D	D	D	—	—	—	—
42184	Industrial supplies whsle .....	.1	.3	D	D	D	D	—	—
421840	Industrial supplies whsle .....	.1	.3	D	D	D	D	—	—
4218402	Mechanical power transmission supplies whsle .....	—	—	—	—	—	—	—	—
4218404	Industrial containers & supplies whsle .....	D	D	—	—	D	D	—	—
4218406	Other industrial supplies whsle .....	D	D	D	D	—	—	—	—
42185	Service establishment equipment & supplies whsle .....	D	D	D	D	—	—	—	—
421850	Service establishment equipment & supplies whsle .....	D	D	D	D	—	—	—	—
4218501	Beauty & barber shop equipment & supplies whsle .....	D	D	D	D	—	—	—	—
4218502	Custodial, janitors' equipment & supplies whsle .....	D	D	D	D	—	—	—	—
4218503	Laundry & dry-cleaning equipment & supplies whsle .....	D	D	D	D	—	—	—	—
4219	Miscellaneous durable goods whsle .....	D	D	D	D	—	—	D	D
42191	Sporting & recreational goods & supplies whsle .....	D	D	D	D	—	—	D	D
421910	Sporting & recreational goods & supplies whsle .....	D	D	D	D	—	—	D	D
42193	Recyclable material whsle .....	D	D	D	D	—	—	—	—
421930	Recyclable material whsle .....	D	D	D	D	—	—	—	—
4219301	Iron & steel scrap processors & dealers .....	D	D	D	D	—	—	—	—
4219303	Other recyclable material whsle .....	1.4	27.8	1.4	27.8	—	—	—	—
42199	Other miscellaneous durable goods whsle .....	D	D	D	D	—	—	—	—
421990	Other miscellaneous durable goods whsle .....	D	D	D	D	—	—	—	—
4219904	Prerecorded media whsle .....	D	D	D	D	—	—	—	—
42199041	Compact discs/pre-recorded audio tapes, & phonograph records whsle .....	D	D	D	D	—	—	—	—

See footnotes at end of table.

**Table 4. Percent of Sales Data Based on Administrative Records and Estimation for Metropolitan Areas: 1997—Con.**

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NAICS code	Geographic area and kind of business	All types of operation percent of sales—		Merchant wholesalers percent of sales—		Manufacturers' sales branches and offices percent of sales—		Agents, brokers, and commission merchants percent of sales—	
		From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>
	<b>BOSTON—WORCESTER—LAWRENCE, MA—NH—ME—CT CMSA—Con.</b>								
	<b>Worcester, MA—CT PMSA—Con.</b>								
<b>42</b>	<b>Wholesale trade—Con.</b>								
422	Wholesale trade, nondurable goods .....	2.4	5.3	D	D	D	D	D	D
4221	Paper & paper product whsle .....	D	D	D	D	—	—	—	—
42212	Stationery & office supplies whsle .....	D	D	D	D	—	—	—	—
422120	Stationery & office supplies whsle .....	D	D	D	D	—	—	—	—
42213	Industrial & personal service paper whsle .....	D	D	D	D	—	—	—	—
422130	Industrial & personal service paper whsle .....	D	D	D	D	—	—	—	—
4222	Drugs, & druggists' sundries whsle .....	—	.2	—	.2	—	—	—	—
42221	Drugs, & druggists' sundries whsle .....	—	.2	—	.2	—	—	—	—
422210	Drugs, & druggists' sundries whsle .....	—	.2	—	.2	—	—	—	—
4222101	General-line drugs whsle .....	D	D	D	D	—	—	—	—
4222102	Specialty-line drug, pharmaceutical, cosmetic, & toiletries whsle .....	D	D	D	D	—	—	—	—
4223	Apparel, piece goods, & notions whsle .....	16.1	—	D	D	—	—	—	—
42231	Piece goods, notions, & other dry goods whsle .....	D	D	—	—	—	—	—	—
422310	Piece goods, notions, & other dry goods whsle .....	D	D	—	—	—	—	—	—
42232	Men's & boys' clothing & furnishings whsle .....	D	D	D	D	—	—	—	—
422320	Men's & boys' clothing & furnishings whsle .....	D	D	D	D	—	—	—	—
4224	Grocery & related products whsle .....	2.6	2.1	3.8	3.0	D	D	D	D
42241	General-line grocery whsle .....	D	D	D	D	—	—	—	—
422410	General-line grocery whsle .....	D	D	D	D	—	—	—	—
4224103	Other general-line grocery whsle .....	D	D	D	D	—	—	—	—
42242	Packaged frozen food whsle .....	D	D	D	D	—	—	—	—
422420	Packaged frozen food whsle .....	D	D	D	D	—	—	—	—
42245	Confectionery whsle .....	.3	—	D	D	—	—	—	—
422450	Confectionery whsle .....	.3	—	D	D	—	—	—	—
42248	Fresh fruit & vegetable whsle .....	.8	19.5	.8	19.5	—	—	—	—
422480	Fresh fruit & vegetable whsle .....	.8	19.5	.8	19.5	—	—	—	—
42249	Other grocery & related products whsle .....	D	D	D	D	D	D	D	D
422490	Other grocery & related products whsle .....	D	D	D	D	D	D	D	D
4224901	Coffee, tea, & spice whsle .....	D	D	—	—	—	—	—	—
4224902	Bread & baked goods whsle .....	D	D	—	—	—	—	—	—
4224903	Soft drinks whsle .....	D	D	D	D	—	—	—	—
4226	Chemical & allied products whsle .....	2.2	17.4	4.3	1.0	—	34.1	—	—
42261	Plastics materials & basic forms & shapes whsle .....	3.0	23.7	D	D	—	—	—	—
422610	Plastics materials & basic forms & shapes whsle .....	3.0	23.7	D	D	—	—	—	—
42269	Other chemical & allied products whsle .....	—	1.2	D	D	D	D	—	—
422690	Other chemical & allied products whsle .....	—	1.2	D	D	D	D	—	—
4226901	Industrial gases (except LP) whsle .....	D	D	D	D	—	—	—	—
4226902	Other chemical & allied products whsle .....	D	D	—	—	—	—	—	—
4227	Petroleum & petroleum products whsle .....	D	D	D	D	—	—	—	—
42271	Petroleum bulk stations & terminals .....	—	—	D	D	—	—	—	—
422710	Petroleum bulk stations & terminals .....	—	—	D	D	—	—	—	—
4227101	Petroleum bulk stations & terminals (except LP) .....	—	—	D	D	—	—	—	—
42271011	Petroleum bulk stations (except LP) .....	D	D	—	—	—	—	—	—
4228	Beer, wine, & distilled alcoholic beverage whsle .....	—	23.5	D	D	—	—	—	—
42281	Beer & ale whsle .....	D	D	D	D	—	—	—	—
422810	Beer & ale whsle .....	D	D	D	D	—	—	—	—
4229	Miscellaneous nondurable goods whsle .....	D	D	D	D	—	—	—	—
42292	Book, periodical, & newspaper whsle .....	D	D	D	D	—	—	—	—
422920	Book, periodical, & newspaper whsle .....	D	D	D	D	—	—	—	—
42294	Tobacco & tobacco product whsle .....	D	D	D	D	—	—	—	—
422940	Tobacco & tobacco product whsle .....	D	D	D	D	—	—	—	—
422990	Other miscellaneous nondurable goods whsle .....	D	D	D	D	—	—	—	—

See footnotes at end of table.

**Table 4. Percent of Sales Data Based on Administrative Records and Estimation for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

NAICS code	Geographic area and kind of business	All types of operation percent of sales—		Merchant wholesalers percent of sales—		Manufacturers' sales branches and offices percent of sales—		Agents, brokers, and commission merchants percent of sales—	
		From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>
	<b>AREA OUTSIDE NEW HAMPSHIRE METROPOLITAN AREAS</b>								
42	Wholesale trade .....	3.8	3.4	4.7	3.5	D	D	D	D
421	Wholesale trade, durable goods .....	5.5	3.2	6.3	3.2	D	D	D	D
4211	Motor vehicle & motor vehicle parts & supplies whsle .....	5.1	1.5	D	D	—	—	—	—
42111	Automobile & other motor vehicle whsle .....	D	D	D	D	—	—	—	—
421110	Automobile & other motor vehicle whsle .....	D	D	D	D	—	—	—	—
4211105	Heavy truck & tractor (over 26,000 lb) whsle .....	D	D	D	D	—	—	—	—
42112	Motor vehicle supplies & new parts whsle .....	D	D	D	D	—	—	—	—
421120	Motor vehicle supplies & new parts whsle .....	D	D	D	D	—	—	—	—
4211201	Motor vehicle supplies & new parts—warehouse distributors .....	D	D	D	D	—	—	—	—
42114	Motor vehicle parts, (used) whsle .....	D	D	D	D	—	—	—	—
421140	Motor vehicle parts, (used) whsle .....	D	D	D	D	—	—	—	—
4212	Furniture & home furnishings whsle .....	D	D	D	D	—	—	—	—
42122	Home furnishings whsle .....	D	D	D	D	—	—	—	—
421220	Home furnishings whsle .....	D	D	D	D	—	—	—	—
4213	Lumber & other construction materials whsle .....	D	D	D	D	—	—	D	D
42131	Lumber, plywood, millwork, & wood panel whsle .....	D	D	D	D	—	—	—	—
421310	Lumber, plywood, millwork, & wood panel whsle .....	D	D	D	D	—	—	—	—
4213103	Plywood, veneer, millwork, & wood panel whsle .....	D	D	D	D	—	—	—	—
4214	Professional & commercial equipment & supplies whsle .....	4.9	3.4	D	D	—	—	—	—
42142	Office equipment whsle .....	D	D	D	D	—	—	—	—
421420	Office equipment whsle .....	D	D	D	D	—	—	—	—
42143	Computer & computer peripheral equipment & software whsle .....	D	D	D	D	—	—	—	—
421430	Computer & computer peripheral equipment & software whsle .....	D	D	D	D	—	—	—	—
4214301	Computer & peripheral equipment whsle ..	D	D	D	D	—	—	—	—
42143011	Computers & peripheral equipment for resale .....	D	D	D	D	—	—	—	—
42143012	Computers & peripheral equipment for end use .....	D	D	D	D	—	—	—	—
42144	Other commercial equipment whsle .....	D	D	D	D	—	—	—	—
421440	Other commercial equipment whsle .....	D	D	D	D	—	—	—	—
42145	Medical, dental, & hospital equipment & supplies whsle .....	3.9	—	D	D	—	—	—	—
421450	Medical, dental, & hospital equipment & supplies whsle .....	3.9	—	D	D	—	—	—	—
4214501	Surgical, medical, & hospital supplies whsle .....	3.9	—	D	D	—	—	—	—
42146	Ophthalmic goods whsle .....	D	D	—	—	—	—	—	—
421460	Ophthalmic goods whsle .....	D	D	—	—	—	—	—	—
4215	Metal & mineral (except petroleum) whsle .....	D	D	D	D	—	—	—	—
42151	Metal service centers & offices .....	D	D	D	D	—	—	—	—
421510	Metal service centers & offices .....	D	D	D	D	—	—	—	—
4215101	Ferrous metal service centers & sales offices .....	D	D	D	D	—	—	—	—
42151011	Ferrous metal service centers .....	D	D	D	D	—	—	—	—
4216	Electrical goods whsle .....	D	D	D	D	—	—	—	—
42161	Electrical apparatus & equip, wiring supp, & const material whsle .....	2.5	30.9	D	D	—	—	—	—
421610	Electrical apparatus & equip, wiring supp, & const material whsle .....	2.5	30.9	D	D	—	—	—	—
42169	Other electronic parts & equipment whsle .....	D	D	D	D	—	—	—	—
421690	Other electronic parts & equipment whsle .....	D	D	D	D	—	—	—	—
4216901	Communications equipment & supplies whsle .....	D	D	D	D	—	—	—	—
4217	Hardware, & plumbing & heating equipment & supplies whsle .....	D	D	D	D	—	—	—	—
42172	Plumbing & heating equipment & supplies (hydronics) whsle .....	D	D	—	—	—	—	—	—
421720	Plumbing & heating equipment & supplies (hydronics) whsle .....	D	D	—	—	—	—	—	—

See footnotes at end of table.

Table 4. **Percent of Sales Data Based on Administrative Records and Estimation for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

NAICS code	Geographic area and kind of business	All types of operation percent of sales—		Merchant wholesalers percent of sales—		Manufacturers' sales branches and offices percent of sales—		Agents, brokers, and commission merchants percent of sales—	
		From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>
	<b>AREA OUTSIDE NEW HAMPSHIRE METROPOLITAN AREAS—Con.</b>								
<b>42</b>	<b>Wholesale trade—Con.</b>								
421	Wholesale trade, durable goods—Con.								
4218	Machinery, equipment, & supplies whsle . . . . .	D	D	4.7	1.8	D	D	D	D
42181	Construction & mining (except petroleum) machinery & equip whsle . . . . .	D	D	D	D	—	—	—	—
421810	Construction & mining (except petroleum) machinery & equip whsle . . . . .	D	D	D	D	—	—	—	—
42182	Farm & garden machinery & equipment whsle . . . . .	11.3	1.5	11.3	1.5	—	—	—	—
421820	Farm & garden machinery & equipment whsle . . . . .	11.3	1.5	11.3	1.5	—	—	—	—
4218201	Farm machinery & equipment—farm dealers . . . . .	D	D	D	D	—	—	—	—
4218202	Farm machinery & equipment—whsle distributors . . . . .	D	D	D	D	—	—	—	—
42183	Industrial machinery & equipment whsle . . . . .	D	D	D	D	D	D	D	D
421830	Industrial machinery & equipment whsle . . . . .	D	D	D	D	D	D	D	D
4218303	General-purpose industrial machinery & equipment whsle . . . . .	D	D	.5	21.0	—	—	—	—
4218304	Metalworking machinery & equipment whsle . . . . .	D	D	D	D	—	—	—	—
4218307	Other industrial machinery & equipment whsle . . . . .	D	D	D	D	—	—	—	—
42184	Industrial supplies whsle . . . . .	D	D	D	D	—	—	—	—
421840	Industrial supplies whsle . . . . .	D	D	D	D	—	—	—	—
4218406	Other industrial supplies whsle . . . . .	D	D	D	D	—	—	—	—
42185	Service establishment equipment & supplies whsle . . . . .	D	D	—	—	—	—	—	—
421850	Service establishment equipment & supplies whsle . . . . .	D	D	—	—	—	—	—	—
4219	Miscellaneous durable goods whsle . . . . .	D	D	D	D	—	—	D	D
42191	Sporting & recreational goods & supplies whsle . . . . .	D	D	D	D	—	—	—	—
421910	Sporting & recreational goods & supplies whsle . . . . .	D	D	D	D	—	—	—	—
42193	Recyclable material whsle . . . . .	D	D	D	D	—	—	—	—
421930	Recyclable material whsle . . . . .	D	D	D	D	—	—	—	—
4219303	Other recyclable material whsle . . . . .	D	D	D	D	—	—	—	—
42199	Other miscellaneous durable goods whsle . . . . .	D	D	D	D	—	—	D	D
421990	Other miscellaneous durable goods whsle . . . . .	D	D	D	D	—	—	D	D
4219902	Forest products (except lumber) whsle . . . . .	D	D	D	D	—	—	—	—
422	Wholesale trade, nondurable goods . . . . .	2.1	3.6	2.7	3.8	D	D	D	D
4221	Paper & paper product whsle . . . . .	4.1	27.7	D	D	—	—	—	—
4223	Apparel, piece goods, & notions whsle . . . . .	D	D	D	D	—	—	—	—
42231	Piece goods, notions, & other dry goods whsle . . . . .	D	D	D	D	—	—	—	—
422310	Piece goods, notions, & other dry goods whsle . . . . .	D	D	D	D	—	—	—	—
4223102	Notions & other dry goods whsle . . . . .	D	D	D	D	—	—	—	—
4224	Grocery & related products whsle . . . . .	2.3	1.1	D	D	D	D	—	—
42241	General-line grocery whsle . . . . .	D	D	D	D	—	—	—	—
422410	General-line grocery whsle . . . . .	D	D	D	D	—	—	—	—
4224103	Other general-line grocery whsle . . . . .	D	D	D	D	—	—	—	—
42249	Other grocery & related products whsle . . . . .	D	D	D	D	D	D	—	—
422490	Other grocery & related products whsle . . . . .	D	D	D	D	D	D	—	—
4224902	Bread & baked goods whsle . . . . .	D	D	—	—	—	—	—	—
4224903	Soft drinks whsle . . . . .	D	D	D	D	—	—	—	—
4226	Chemical & allied products whsle . . . . .	.8	12.5	D	D	—	—	—	—
42269	Other chemical & allied products whsle . . . . .	D	D	D	D	—	—	—	—
422690	Other chemical & allied products whsle . . . . .	D	D	D	D	—	—	—	—
4226902	Other chemical & allied products whsle . . . . .	D	D	D	D	—	—	—	—
4227	Petroleum & petroleum products whsle . . . . .	—	4.4	—	4.4	—	—	—	—
42271	Petroleum bulk stations & terminals . . . . .	D	D	D	D	—	—	—	—
422710	Petroleum bulk stations & terminals . . . . .	D	D	D	D	—	—	—	—
4227101	Petroleum bulk stations & terminals (except LP) . . . . .	D	D	D	D	—	—	—	—
42271011	Petroleum bulk stations (except LP) . . . . .	D	D	D	D	—	—	—	—
4228	Beer, wine, & distilled alcoholic beverage whsle . . . . .	D	D	D	D	—	—	D	D
42281	Beer & ale whsle . . . . .	—	—	—	—	—	—	—	—
422810	Beer & ale whsle . . . . .	—	—	—	—	—	—	—	—
42282	Wine & distilled alcoholic beverage whsle . . . . .	D	D	—	—	—	—	D	D
422820	Wine & distilled alcoholic beverage whsle . . . . .	D	D	—	—	—	—	D	D
4228201	Wine & distilled alcoholic bev (licensed operation) whsle . . . . .	D	D	—	—	—	—	D	D
4229	Miscellaneous nondurable goods whsle . . . . .	D	D	D	D	—	—	—	—
42292	Book, periodical, & newspaper whsle . . . . .	D	D	D	D	—	—	—	—
422920	Book, periodical, & newspaper whsle . . . . .	D	D	D	D	—	—	—	—

See footnotes at end of table.

Table 4. **Percent of Sales Data Based on Administrative Records and Estimation for Metropolitan Areas: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (MSAs, MSAs, and PMSAs), see Appendix E]

NAICS code	Geographic area and kind of business	All types of operation percent of sales—		Merchant wholesalers percent of sales—		Manufacturers' sales branches and offices percent of sales—		Agents, brokers, and commission merchants percent of sales—	
		From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>
	<b>AREA OUTSIDE NEW HAMPSHIRE METROPOLITAN AREAS—Con.</b>								
<b>42</b>	<b>Wholesale trade—Con.</b>								
422	Wholesale trade, nondurable goods—Con.								
4229	Miscellaneous nondurable goods whsle—Con.								
42294	Tobacco & tobacco product whsle .....	D	D	—	—	—	—	—	—
422940	Tobacco & tobacco product whsle .....	D	D	—	—	—	—	—	—
42299	Other miscellaneous nondurable goods whsle .	D	D	D	D	—	—	—	—
422990	Other miscellaneous nondurable goods whsle .....	D	D	D	D	—	—	—	—

<sup>1</sup>Includes sales information obtained from administrative records of other Federal agencies.

<sup>2</sup>Includes sales information which was imputed based on historic company ratios or administrative records, or on industry averages.

**Table 5. Summary Statistics for Counties: 1997**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

NAICS code	Geographic area, type of operation, and kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1996 inventories* (\$1,000)	End-of-1997 inventories* (\$1,000)
<b>BELKNAP COUNTY, NH</b>									
<b>42</b>	<b>Wholesale trade .....</b>	<b>74</b>	<b>181 691</b>	<b>25 855</b>	<b>5 276</b>	<b>628</b>	<b>53 563</b>	<b>12 735</b>	<b>13 526</b>
421	Wholesale trade, durable goods .....	49	109 611	16 806	3 314	368	34 026	8 168	8 891
4214	Professional & commercial equipment & supplies whsle .....	7	D	D	D	b	D	D	D
4215	Metal & mineral (except petroleum) whsle .....	3	34 654	3 225	689	67	6 415	1 559	2 228
42151	Metal service centers & offices .....	3	34 654	3 225	689	67	6 415	1 559	2 228
421510	Metal service centers & offices .....	3	34 654	3 225	689	67	6 415	1 559	2 228
4215101	Ferrous metal service centers & sales offices .....	3	34 654	3 225	689	67	6 415	1 559	2 228
42151011	Ferrous metal service centers .....	3	34 654	3 225	689	67	6 415	1 559	2 228
4218	Machinery, equipment, & supplies whsle .....	16	45 203	8 328	1 357	161	19 037	3 530	3 819
42183	Industrial machinery & equipment whsle .....	9	34 903	7 667	1 181	128	16 740	1 352	1 576
421830	Industrial machinery & equipment whsle .....	9	34 903	7 667	1 181	128	16 740	1 352	1 576
4218307	Other industrial machinery & equipment whsle .....	4	28 886	6 654	1 030	99	13 276	499	509
4219	Miscellaneous durable goods whsle ...	11	D	D	D	b	D	D	D
422	Wholesale trade, nondurable goods .....	25	72 080	9 049	1 962	260	19 537	4 567	4 635
4223	Apparel, piece goods, & notions whsle .	4	D	D	D	b	D	D	D
42231	Piece goods, notions, & other dry goods whsle .....	2	D	D	D	b	D	D	D
422310	Piece goods, notions, & other dry goods whsle .....	2	D	D	D	b	D	D	D
4223102	Notions & other dry goods whsle .....	2	D	D	D	b	D	D	D
4224	Grocery & related products whsle .....	12	D	D	D	c	D	D	D
42249	Other grocery & related products whsle .....	10	D	D	D	c	D	D	D
422490	Other grocery & related products whsle .....	10	D	D	D	c	D	D	D
4224903	Soft drinks whsle .....	1	D	D	D	b	D	D	D
4227	Petroleum & petroleum products whsle .....	1	D	D	D	a	D	D	D
42271	Petroleum bulk stations & terminals .	1	D	D	D	a	D	D	D
422710	Petroleum bulk stations & terminals .....	1	D	D	D	a	D	D	D
	<b>Merchant wholesalers .....</b>	<b>60</b>	<b>131 965</b>	<b>21 084</b>	<b>4 155</b>	<b>489</b>	<b>43 135</b>	<b>12 412</b>	<b>13 169</b>
421	Wholesale trade, durable goods .....	41	94 103	16 437	3 219	350	33 044	8 134	8 849
4215	Metal & mineral (except petroleum) whsle .....	2	D	D	D	b	D	D	D
42151	Metal service centers & offices .....	2	D	D	D	b	D	D	D
421510	Metal service centers & offices .....	2	D	D	D	b	D	D	D
4215101	Ferrous metal service centers & sales offices .....	2	D	D	D	b	D	D	D
4218	Machinery, equipment, & supplies whsle .....	15	D	D	D	c	D	D	D
42183	Industrial machinery & equipment whsle .....	9	34 903	7 667	1 181	128	16 740	1 352	1 576
421830	Industrial machinery & equipment whsle .....	9	34 903	7 667	1 181	128	16 740	1 352	1 576
4218307	Other industrial machinery & equipment whsle .....	4	28 886	6 654	1 030	99	13 276	499	509
4219	Miscellaneous durable goods whsle ...	9	D	D	D	b	D	D	D
422	Wholesale trade, nondurable goods .....	19	37 862	4 647	936	139	10 091	4 278	4 320
4223	Apparel, piece goods, & notions whsle .	4	D	D	D	b	D	D	D
42231	Piece goods, notions, & other dry goods whsle .....	2	D	D	D	b	D	D	D
422310	Piece goods, notions, & other dry goods whsle .....	2	D	D	D	b	D	D	D
4223102	Notions & other dry goods whsle .....	2	D	D	D	b	D	D	D
4224	Grocery & related products whsle .....	7	D	D	D	b	D	D	D
42249	Other grocery & related products whsle .....	6	D	D	D	b	D	D	D
422490	Other grocery & related products whsle .....	6	D	D	D	b	D	D	D
4227	Petroleum & petroleum products whsle .....	1	D	D	D	a	D	D	D
	<b>Manufacturers' sales branches and sales offices ..</b>	<b>2</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>c</b>	<b>D</b>	<b>D</b>	<b>D</b>
422	Wholesale trade, nondurable goods .....	2	D	D	D	c	D	D	D
	<b>Agents, brokers, and commission merchants .....</b>	<b>12</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>b</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods .....	8	15 508	369	95	18	982	34	42

**Table 5. Summary Statistics for Counties: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

NAICS code	Geographic area, type of operation, and kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1996 inventories <sup>f</sup> (\$1,000)	End-of-1997 inventories <sup>f</sup> (\$1,000)
<b>CARROLL COUNTY, NH</b>									
<b>42</b>	<b>Wholesale trade .....</b>	<b>61</b>	<b>80 843</b>	<b>10 552</b>	<b>2 026</b>	<b>371</b>	<b>19 669</b>	<b>5 392</b>	<b>5 832</b>
421	Wholesale trade, durable goods .....	41	D	D	D	c	D	D	D
4219	Miscellaneous durable goods whsle ...	9	D	D	D	b	D	D	D
422	Wholesale trade, nondurable goods .....	20	D	D	D	c	D	D	D
4224	Grocery & related products whsle .....	9	34 432	3 607	658	104	6 353	937	1 010
42249	Other grocery & related products whsle .....	2	D	D	D	b	D	D	D
422490	Other grocery & related products whsle .....	2	D	D	D	b	D	D	D
	<b>Merchant wholesalers .....</b>	<b>51</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>e</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods .....	34	D	D	D	c	D	D	D
4219	Miscellaneous durable goods whsle ...	6	D	D	D	b	D	D	D
422	Wholesale trade, nondurable goods .....	17	D	D	D	c	D	D	D
4224	Grocery & related products whsle .....	8	D	D	D	c	D	D	D
42249	Other grocery & related products whsle .....	1	D	D	D	b	D	D	D
422490	Other grocery & related products whsle .....	1	D	D	D	b	D	D	D
	<b>Manufacturers' sales branches and sales offices ..</b>	<b>3</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>a</b>	<b>D</b>	<b>D</b>	<b>D</b>
	<b>Agents, brokers, and commission merchants .....</b>	<b>7</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>a</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods .....	4	D	D	D	a	D	D	D
<b>CHESHIRE COUNTY, NH</b>									
<b>42</b>	<b>Wholesale trade .....</b>	<b>92</b>	<b>403 459</b>	<b>37 644</b>	<b>8 243</b>	<b>1 187</b>	<b>76 812</b>	<b>42 169</b>	<b>42 100</b>
421	Wholesale trade, durable goods .....	55	131 636	13 589	3 017	485	24 882	19 905	19 684
4214	Professional & commercial equipment & supplies whsle .....	13	65 277	4 415	973	114	7 003	4 109	3 487
42143	Computer & computer peripheral equipment & software whsle .....	5	D	D	D	a	D	D	D
421430	Computer & computer peripheral equipment & software whsle .....	5	D	D	D	a	D	D	D
4214301	Computer & peripheral equipment whsle .....	5	D	D	D	a	D	D	D
42145	Medical, dental, & hospital equipment & supplies whsle .....	3	35 478	2 350	600	59	3 435	2 845	2 206
421450	Medical, dental, & hospital equipment & supplies whsle .....	3	35 478	2 350	600	59	3 435	2 845	2 206
4214501	Surgical, medical, & hospital supplies whsle .....	3	35 478	2 350	600	59	3 435	2 845	2 206
4217	Hardware, & plumbing & heating equipment & supplies whsle .....	6	D	D	D	c	D	D	D
42172	Plumbing & heating equipment & supplies (hydronics) whsle .....	4	D	D	D	c	D	D	D
421720	Plumbing & heating equipment & supplies (hydronics) whsle .....	4	D	D	D	c	D	D	D
4218	Machinery, equipment, & supplies whsle .....	19	39 810	4 847	1 041	147	9 440	10 076	10 532
42182	Farm & garden machinery & equipment whsle .....	2	D	D	D	b	D	D	D
421820	Farm & garden machinery & equipment whsle .....	2	D	D	D	b	D	D	D
4218201	Farm machinery & equipment—farm dealers .....	2	D	D	D	b	D	D	D
42183	Industrial machinery & equipment whsle .....	10	10 922	918	265	25	2 230	1 096	1 153
421830	Industrial machinery & equipment whsle .....	10	10 922	918	265	25	2 230	1 096	1 153
4219	Miscellaneous durable goods whsle ...	5	D	D	D	b	D	D	D
42199	Other miscellaneous durable goods whsle .....	4	D	D	D	a	D	D	D
421990	Other miscellaneous durable goods whsle .....	4	D	D	D	a	D	D	D

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NAICS code	Geographic area, type of operation, and kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1996 inventories <sup>f</sup> (\$1,000)	End-of-1997 inventories <sup>f</sup> (\$1,000)
<b>CHESHIRE COUNTY, NH—Con.</b>									
<b>42</b>	<b>Wholesale trade—Con.</b>								
422	Wholesale trade, nondurable goods . . . .	37	271 823	24 055	5 226	702	51 930	22 264	22 416
4224	Grocery & related products whsle . . . .	13	D	D	D	f	D	D	D
42241	General-line grocery whsle . . . . .	2	D	D	D	e	D	D	D
422410	General-line grocery whsle . . . . .	2	D	D	D	e	D	D	D
4224103	Other general-line grocery whsle . . . . .	2	D	D	D	e	D	D	D
42249	Other grocery & related products whsle . . . . .	5	D	D	D	b	D	D	D
422490	Other grocery & related products whsle . . . . .	5	D	D	D	b	D	D	D
4226	Chemical & allied products whsle . . . .	4	D	D	D	b	D	D	D
42269	Other chemical & allied products whsle . . . . .	3	D	D	D	b	D	D	D
422690	Other chemical & allied products whsle . . . . .	3	D	D	D	b	D	D	D
4228	Beer, wine, & distilled alcoholic beverage whsle . . . . .	4	D	D	D	b	D	D	D
42281	Beer & ale whsle . . . . .	2	D	D	D	b	D	D	D
422810	Beer & ale whsle . . . . .	2	D	D	D	b	D	D	D
4229	Miscellaneous nondurable goods whsle . . . . .	8	D	D	D	b	D	D	D
	<b>Merchant wholesalers . . . . .</b>	<b>80</b>	<b>348 436</b>	<b>32 803</b>	<b>6 981</b>	<b>989</b>	<b>68 096</b>	<b>37 604</b>	<b>37 531</b>
421	Wholesale trade, durable goods . . . . .	50	D	D	D	e	D	D	D
4214	Professional & commercial equipment & supplies whsle . . . . .	12	D	D	D	c	D	D	D
42143	Computer & computer peripheral equipment & software whsle . . . . .	5	D	D	D	a	D	D	D
421430	Computer & computer peripheral equipment & software whsle . . . . .	5	D	D	D	a	D	D	D
4214301	Computer & peripheral equipment whsle . . . . .	5	D	D	D	a	D	D	D
42145	Medical, dental, & hospital equipment & supplies whsle . . . . .	2	D	D	D	b	D	D	D
421450	Medical, dental, & hospital equipment & supplies whsle . . . . .	2	D	D	D	b	D	D	D
4214501	Surgical, medical, & hospital supplies whsle . . . . .	2	D	D	D	b	D	D	D
4218	Machinery, equipment, & supplies whsle . . . . .	18	D	D	D	c	D	D	D
42182	Farm & garden machinery & equipment whsle . . . . .	2	D	D	D	b	D	D	D
421820	Farm & garden machinery & equipment whsle . . . . .	2	D	D	D	b	D	D	D
4218201	Farm machinery & equipment—farm dealers . . . . .	2	D	D	D	b	D	D	D
4219	Miscellaneous durable goods whsle . . .	4	D	D	D	b	D	D	D
422	Wholesale trade, nondurable goods . . . .	30	D	D	D	f	D	D	D
4224	Grocery & related products whsle . . . .	11	D	D	D	f	D	D	D
42241	General-line grocery whsle . . . . .	2	D	D	D	e	D	D	D
422410	General-line grocery whsle . . . . .	2	D	D	D	e	D	D	D
4224103	Other general-line grocery whsle . . . . .	2	D	D	D	e	D	D	D
4229	Miscellaneous nondurable goods whsle . . . . .	7	D	D	D	b	D	D	D
	<b>Manufacturers' sales branches and sales offices . . . . .</b>	<b>9</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>c</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods . . . . .	4	D	D	D	c	D	D	D
422	Wholesale trade, nondurable goods . . . .	5	D	D	D	b	D	D	D
	<b>Agents, brokers, and commission merchants . . . . .</b>	<b>3</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>a</b>	<b>D</b>	<b>D</b>	<b>D</b>



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NAICS code	Geographic area, type of operation, and kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1996 inventories <sup>f</sup> (\$1,000)	End-of-1997 inventories <sup>f</sup> (\$1,000)
<b>COOS COUNTY, NH</b>									
<b>42</b>	<b>Wholesale trade .....</b>	<b>27</b>	<b>81 024</b>	<b>6 575</b>	<b>1 754</b>	<b>308</b>	<b>14 308</b>	<b>9 020</b>	<b>9 524</b>
421	Wholesale trade, durable goods .....	18	D	D	D	c	D	D	D
4211	Motor vehicle & motor vehicle parts & supplies whsle .....	4	4 720	995	261	44	1 884	789	820
4218	Machinery, equipment, & supplies whsle .....	5	11 806	1 118	269	42	2 202	3 535	3 644
422	Wholesale trade, nondurable goods .....	9	D	D	D	c	D	D	D
4227	Petroleum & petroleum products whsle .....	2	D	D	D	b	D	D	D
42271	Petroleum bulk stations & terminals .....	1	D	D	D	b	D	D	D
422710	Petroleum bulk stations & terminals .....	1	D	D	D	b	D	D	D
4227101	Petroleum bulk stations & terminals (except LP) .....	1	D	D	D	b	D	D	D
42271011	Petroleum bulk stations (except LP) .....	1	D	D	D	b	D	D	D
4229	Miscellaneous nondurable goods whsle .....	1	D	D	D	a	D	D	D
	<b>Merchant wholesalers .....</b>	<b>25</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>e</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods .....	17	D	D	D	c	D	D	D
4211	Motor vehicle & motor vehicle parts & supplies whsle .....	4	4 720	995	261	44	1 884	789	820
4218	Machinery, equipment, & supplies whsle .....	5	11 806	1 118	269	42	2 202	3 535	3 644
422	Wholesale trade, nondurable goods .....	8	D	D	D	c	D	D	D
4227	Petroleum & petroleum products whsle .....	2	D	D	D	b	D	D	D
42271	Petroleum bulk stations & terminals .....	1	D	D	D	b	D	D	D
422710	Petroleum bulk stations & terminals .....	1	D	D	D	b	D	D	D
4227101	Petroleum bulk stations & terminals (except LP) .....	1	D	D	D	b	D	D	D
42271011	Petroleum bulk stations (except LP) .....	1	D	D	D	b	D	D	D
4229	Miscellaneous nondurable goods whsle .....	1	D	D	D	a	D	D	D
	<b>Manufacturers' sales branches and sales offices ..</b>	<b>1</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>a</b>	<b>D</b>	<b>D</b>	<b>D</b>
	<b>Agents, brokers, and commission merchants .....</b>	<b>1</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>a</b>	<b>D</b>	<b>D</b>	<b>D</b>
<b>GRAFTON COUNTY, NH</b>									
<b>42</b>	<b>Wholesale trade .....</b>	<b>112</b>	<b>333 354</b>	<b>31 620</b>	<b>7 129</b>	<b>944</b>	<b>72 339</b>	<b>21 845</b>	<b>27 604</b>
421	Wholesale trade, durable goods .....	75	192 855	20 965	4 629	606	52 711	17 536	22 883
4211	Motor vehicle & motor vehicle parts & supplies whsle .....	7	D	D	D	b	D	D	D
42114	Motor vehicle parts, (used) whsle ...	3	10 588	910	217	19	4 225	781	2 279
421140	Motor vehicle parts, (used) whsle .	3	10 588	910	217	19	4 225	781	2 279
4213	Lumber & other construction materials whsle .....	5	D	D	D	b	D	D	D
4214	Professional & commercial equipment & supplies whsle .....	12	D	D	D	c	D	D	D
42143	Computer & computer peripheral equipment & software whsle .....	6	D	D	D	b	D	D	D
421430	Computer & computer peripheral equipment & software whsle .....	6	D	D	D	b	D	D	D
4214301	Computer & peripheral equipment whsle .....	5	D	D	D	b	D	D	D
42143012	Computers & peripheral equipment for end use .....	4	D	D	D	b	D	D	D
4218	Machinery, equipment, & supplies whsle .....	17	41 786	4 930	1 082	149	13 041	6 488	8 086
42183	Industrial machinery & equipment whsle .....	6	16 843	3 045	636	97	9 177	3 410	4 332
421830	Industrial machinery & equipment whsle .....	6	16 843	3 045	636	97	9 177	3 410	4 332
4218304	Metalworking machinery & equipment whsle .....	3	D	D	D	b	D	D	D
42184	Industrial supplies whsle .....	1	D	D	D	a	D	D	D
421840	Industrial supplies whsle .....	1	D	D	D	a	D	D	D
4219	Miscellaneous durable goods whsle ...	20	D	D	D	c	D	D	D
42191	Sporting & recreational goods & supplies whsle .....	5	D	D	D	b	D	D	D
421910	Sporting & recreational goods & supplies whsle .....	5	D	D	D	b	D	D	D
42199	Other miscellaneous durable goods whsle .....	11	D	D	D	b	D	D	D
421990	Other miscellaneous durable goods whsle .....	11	D	D	D	b	D	D	D

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<b>GRAFTON COUNTY, NH—Con.</b>									
<b>42</b>	<b>Wholesale trade—Con.</b>								
422	Wholesale trade, nondurable goods . . . .	37	140 499	10 655	2 500	338	19 628	4 309	4 721
4221	Paper & paper product whsle . . . . .	3	D	D	D	b	D	D	D
4224	Grocery & related products whsle . . . .	10	D	D	D	b	D	D	D
42249	Other grocery & related products whsle . . . . .	7	D	D	D	b	D	D	D
422490	Other grocery & related products whsle . . . . .	7	D	D	D	b	D	D	D
4227	Petroleum & petroleum products whsle . . . . .	5	D	D	D	b	D	D	D
42271	Petroleum bulk stations & terminals . . . . .	4	D	D	D	b	D	D	D
422710	Petroleum bulk stations & terminals . . . . .	4	D	D	D	b	D	D	D
4228	Beer, wine, & distilled alcoholic beverage whsle . . . . .	1	D	D	D	b	D	D	D
42282	Wine & distilled alcoholic beverage whsle . . . . .	1	D	D	D	b	D	D	D
422820	Wine & distilled alcoholic beverage whsle . . . . .	1	D	D	D	b	D	D	D
4228201	Wine & distilled alcoholic bev (licensed operation) whsle . . . .	1	D	D	D	b	D	D	D
4229	Miscellaneous nondurable goods whsle . . . . .	8	D	D	D	b	D	D	D
	<b>Merchant wholesalers . . . . .</b>	<b>95</b>	<b>234 108</b>	<b>28 002</b>	<b>6 368</b>	<b>855</b>	<b>64 064</b>	<b>21 813</b>	<b>27 562</b>
421	Wholesale trade, durable goods . . . . .	67	D	D	D	f	D	D	D
4211	Motor vehicle & motor vehicle parts & supplies whsle . . . . .	6	D	D	D	b	D	D	D
42114	Motor vehicle parts, (used) whsle . . . .	3	10 588	910	217	19	4 225	781	2 279
421140	Motor vehicle parts, (used) whsle . . . .	3	10 588	910	217	19	4 225	781	2 279
4213	Lumber & other construction materials whsle . . . . .	3	D	D	D	b	D	D	D
4214	Professional & commercial equipment & supplies whsle . . . . .	11	D	D	D	c	D	D	D
42143	Computer & computer peripheral equipment & software whsle . . . . .	5	D	D	D	b	D	D	D
421430	Computer & computer peripheral equipment & software whsle . . . . .	5	D	D	D	b	D	D	D
4214301	Computer & peripheral equipment whsle . . . . .	5	D	D	D	b	D	D	D
42143012	Computers & peripheral equipment for end use . . . . .	4	D	D	D	b	D	D	D
4218	Machinery, equipment, & supplies whsle . . . . .	17	41 786	4 930	1 082	149	13 041	6 488	8 086
42183	Industrial machinery & equipment whsle . . . . .	6	16 843	3 045	636	97	9 177	3 410	4 332
421830	Industrial machinery & equipment whsle . . . . .	6	16 843	3 045	636	97	9 177	3 410	4 332
4218304	Metalworking machinery & equipment whsle . . . . .	3	D	D	D	b	D	D	D
42184	Industrial supplies whsle . . . . .	1	D	D	D	a	D	D	D
421840	Industrial supplies whsle . . . . .	1	D	D	D	a	D	D	D
4219	Miscellaneous durable goods whsle . . .	17	D	D	D	c	D	D	D
42191	Sporting & recreational goods & supplies whsle . . . . .	4	D	D	D	b	D	D	D
421910	Sporting & recreational goods & supplies whsle . . . . .	4	D	D	D	b	D	D	D
42199	Other miscellaneous durable goods whsle . . . . .	9	D	D	D	b	D	D	D
421990	Other miscellaneous durable goods whsle . . . . .	9	D	D	D	b	D	D	D
422	Wholesale trade, nondurable goods . . . .	28	D	D	D	e	D	D	D
4221	Paper & paper product whsle . . . . .	2	D	D	D	b	D	D	D
4224	Grocery & related products whsle . . . .	6	10 570	873	294	60	1 496	120	146
4227	Petroleum & petroleum products whsle . . . . .	5	D	D	D	b	D	D	D
	<b>Manufacturers' sales branches and sales offices . .</b>	<b>4</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>b</b>	<b>D</b>	<b>D</b>	<b>D</b>

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<b>GRAFTON COUNTY, NH—Con.</b>									
	<b>Agents, brokers, and commission merchants . . . .</b>	<b>13</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>b</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods . . . . .	8	D	D	D	a	D	D	D
4213	Lumber & other construction materials whsle . . . . .	2	D	D	D	a	D	D	D
4219	Miscellaneous durable goods whsle . . .	3	D	D	D	a	D	D	D
42199	Other miscellaneous durable goods whsle . . . . .	2	D	D	D	a	D	D	D
421990	Other miscellaneous durable goods whsle . . . . .	2	D	D	D	a	D	D	D
422	Wholesale trade, nondurable goods . . . .	5	D	D	D	b	D	D	D
4228	Beer, wine, & distilled alcoholic beverage whsle . . . . .	1	D	D	D	b	D	D	D
42282	Wine & distilled alcoholic beverage whsle . . . . .	1	D	D	D	b	D	D	D
422820	Wine & distilled alcoholic beverage whsle . . . . .	1	D	D	D	b	D	D	D
4228201	Wine & distilled alcoholic bev (licensed operation) whsle . . . .	1	D	D	D	b	D	D	D
<b>HILLSBOROUGH COUNTY, NH</b>									
<b>42</b>	<b>Wholesale trade . . . . .</b>	<b>721</b>	<b>4 792 945</b>	<b>366 392</b>	<b>88 048</b>	<b>8 588</b>	<b>667 632</b>	<b>307 543</b>	<b>328 125</b>
421	Wholesale trade, durable goods . . . . .	520	3 186 986	254 316	62 347	5 719	449 938	197 236	204 308
4211	Motor vehicle & motor vehicle parts & supplies whsle . . . . .	36	149 370	14 062	3 138	435	26 734	19 897	20 744
42111	Automobile & other motor vehicle whsle . . . . .	11	D	D	D	e	D	D	D
421110	Automobile & other motor vehicle whsle . . . . .	11	D	D	D	e	D	D	D
4211103	Light truck & van (14,000 lb or less) whsle . . . . .	2	D	D	D	b	D	D	D
4211104	Medium truck & tractor (14,001 lb to 26,000 lb) whsle . . . . .	1	D	D	D	b	D	D	D
4211105	Heavy truck & tractor (over 26,000 lb) whsle . . . . .	4	D	D	D	c	D	D	D
42112	Motor vehicle supplies & new parts whsle . . . . .	13	D	D	D	b	D	D	D
421120	Motor vehicle supplies & new parts whsle . . . . .	13	D	D	D	b	D	D	D
4211202	Motor vehicle supplies & new parts—jobbers . . . . .	6	10 174	1 051	227	46	2 095	2 199	2 272
42113	Tire & tube whsle . . . . .	3	D	D	D	b	D	D	D
421130	Tire & tube whsle . . . . .	3	D	D	D	b	D	D	D
42114	Motor vehicle parts, (used) whsle . . .	9	D	D	D	b	D	D	D
421140	Motor vehicle parts, (used) whsle . . .	9	D	D	D	b	D	D	D
4212	Furniture & home furnishings whsle . . .	21	D	D	D	b	D	D	D
42121	Furniture whsle . . . . .	9	D	D	D	b	D	D	D
421210	Furniture whsle . . . . .	9	D	D	D	b	D	D	D
4212102	Office & business furniture whsle . . . . .	6	25 057	1 997	236	47	3 673	931	1 035
42122	Home furnishings whsle . . . . .	12	D	D	D	b	D	D	D
421220	Home furnishings whsle . . . . .	12	D	D	D	b	D	D	D
4213	Lumber & other construction materials whsle . . . . .	28	605 449	19 676	4 748	339	28 195	21 620	24 209
42131	Lumber, plywood, millwork, & wood panel whsle . . . . .	20	D	D	D	e	D	D	D
421310	Lumber, plywood, millwork, & wood panel whsle . . . . .	20	D	D	D	e	D	D	D
4213101	Lumber without yard whsle . . . . .	6	D	D	D	b	D	D	D
4213102	Lumber with yard whsle . . . . .	3	D	D	D	b	D	D	D
4213103	Plywood, veneer, millwork, & wood panel whsle . . . . .	11	D	D	D	c	D	D	D
42133	Roofing, siding, & insulation material whsle . . . . .	3	D	D	D	b	D	D	D
421330	Roofing, siding, & insulation material whsle . . . . .	3	D	D	D	b	D	D	D
4213301	Roofing, siding, & insulation material whsle . . . . .	3	D	D	D	b	D	D	D
4214	Professional & commercial equipment & supplies whsle . . . . .	117	793 991	100 999	24 919	1 997	165 337	29 873	37 698
42141	Photographic equipment & supplies whsle . . . . .	2	D	D	D	b	D	D	D
421410	Photographic equipment & supplies whsle . . . . .	2	D	D	D	b	D	D	D
42142	Office equipment whsle . . . . .	10	39 502	8 535	1 983	215	14 166	4 912	5 230
421420	Office equipment whsle . . . . .	10	39 502	8 535	1 983	215	14 166	4 912	5 230

**Table 5. Summary Statistics for Counties: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

NAICS code	Geographic area, type of operation, and kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1996 inventories <sup>f</sup> (\$1,000)	End-of-1997 inventories <sup>f</sup> (\$1,000)
	<b>HILLSBOROUGH COUNTY, NH—Con.</b>								
<b>42</b>	<b>Wholesale trade—Con.</b>								
421	Wholesale trade, durable goods—Con.								
4214	Professional & commercial equipment & supplies whsle—Con.								
42143	Computer & computer peripheral equipment & software whsle . . . . .	73	653 795	77 433	19 465	1 360	123 438	13 601	14 913
421430	Computer & computer peripheral equipment & software whsle . . . . .	73	653 795	77 433	19 465	1 360	123 438	13 601	14 913
4214301	Computer & peripheral equipment whsle . . . . .	53	611 922	66 072	16 986	1 164	106 636	12 516	13 856
42143011	Computers & peripheral equipment for resale . . . . .	17	D	D	D	c	D	D	D
42143012	Computers & peripheral equipment for end use . . . . .	36	D	D	D	g	D	D	D
4214302	Computer software (packaged) whsle . . . . .	20	41 873	11 361	2 479	196	16 802	1 085	1 057
42144	Other commercial equipment whsle . . . . .	10	D	D	D	b	D	D	D
421440	Other commercial equipment whsle . . . . .	10	D	D	D	b	D	D	D
42145	Medical, dental, & hospital equipment & supplies whsle . . . . .	11	23 541	2 606	636	70	5 313	2 284	2 354
421450	Medical, dental, & hospital equipment & supplies whsle . . . . .	11	23 541	2 606	636	70	5 313	2 284	2 354
4214501	Surgical, medical, & hospital supplies whsle . . . . .	11	23 541	2 606	636	70	5 313	2 284	2 354
42149	Other professional equipment & supplies whsle . . . . .	9	51 566	7 533	1 684	214	13 043	6 474	11 970
421490	Other professional equipment & supplies whsle . . . . .	9	51 566	7 533	1 684	214	13 043	6 474	11 970
4214901	Religious & school supplies whsle . . . . .	2	D	D	D	c	D	D	D
4214902	Other professional equipment & supplies whsle . . . . .	7	D	D	D	a	D	D	D
4215	Metal & mineral (except petroleum) whsle . . . . .	13	79 436	7 451	1 800	213	15 131	11 312	11 378
42151	Metal service centers & offices . . . . .	13	79 436	7 451	1 800	213	15 131	11 312	11 378
4215101	Metal service centers & offices . . . . .	13	79 436	7 451	1 800	213	15 131	11 312	11 378
42151011	Ferrous metal service centers & sales offices . . . . .	12	D	D	D	c	D	D	D
421510111	Ferrous metal service centers . . . . .	7	D	D	D	c	D	D	D
4216	Electrical goods whsle . . . . .	118	736 296	51 083	13 645	1 164	96 712	26 609	27 378
42161	Electrical apparatus & equip, wiring supp, & const material whsle . . . . .	39	238 158	17 639	4 388	390	37 224	12 833	12 408
421610	Electrical apparatus & equip, wiring supp, & const material whsle . . . . .	39	238 158	17 639	4 388	390	37 224	12 833	12 408
42162	Electrical appliance, television & radio set whsle . . . . .	5	15 196	1 133	246	26	2 540	1 272	1 311
42169	Other electronic parts & equipment whsle . . . . .	74	482 942	32 311	9 011	748	56 948	12 504	13 659
421690	Other electronic parts & equipment whsle . . . . .	74	482 942	32 311	9 011	748	56 948	12 504	13 659
4216901	Communications equipment & supplies whsle . . . . .	26	37 893	9 874	3 991	212	14 923	1 597	1 886
4216902	Electronic parts (excluding communications equipment) whsle . . . . .	48	445 049	22 437	5 020	536	42 025	10 907	11 773
4217	Hardware, & plumbing & heating equipment & supplies whsle . . . . .	34	350 074	17 743	4 034	512	31 080	37 187	37 043
42171	Hardware whsle . . . . .	18	D	D	D	e	D	D	D
421710	Hardware whsle . . . . .	18	D	D	D	e	D	D	D
42172	Plumbing & heating equipment & supplies (hydronics) whsle . . . . .	5	D	D	D	b	D	D	D
421720	Plumbing & heating equipment & supplies (hydronics) whsle . . . . .	5	D	D	D	b	D	D	D
42173	Warm air heating & air-conditioning equipment & supplies whsle . . . . .	9	D	D	D	b	D	D	D
421730	Warm air heating & air-conditioning equipment & supplies whsle . . . . .	9	D	D	D	b	D	D	D
4218	Machinery, equipment, & supplies whsle . . . . .	111	376 659	34 241	8 106	787	65 481	34 338	34 993
42181	Construction & mining (except petroleum) machinery & equip whsle . . . . .	6	D	D	D	b	D	D	D
421810	Construction & mining (except petroleum) machinery & equip whsle . . . . .	6	D	D	D	b	D	D	D

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[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

NAICS code	Geographic area, type of operation, and kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1996 inventories* (\$1,000)	End-of-1997 inventories* (\$1,000)
	<b>HILLSBOROUGH COUNTY, NH—Con.</b>								
<b>42</b>	<b>Wholesale trade—Con.</b>								
421	Wholesale trade, durable goods—Con.								
4218	Machinery, equipment, & supplies whsle—Con.								
42183	Industrial machinery & equipment whsle .....	62	236 086	22 293	5 271	493	42 472	19 561	17 829
421830	Industrial machinery & equipment whsle .....	62	236 086	22 293	5 271	493	42 472	19 561	17 829
4218302	Hydraulic & pneumatic (fluid-power) machinery & equipment whsle .....	8	16 306	2 599	629	70	4 763	1 566	1 622
4218303	General-purpose industrial machinery & equipment whsle .	24	75 916	9 193	2 344	205	17 986	11 628	7 996
4218304	Metalworking machinery & equipment whsle .....	5	D	D	D	b	D	D	D
4218305	Materials handling equipment whsle .....	6	19 354	2 159	346	55	3 743	674	586
4218307	Other industrial machinery & equipment whsle .....	17	98 731	5 669	1 357	112	10 707	5 466	4 937
42184	Industrial supplies whsle .....	23	34 208	3 705	970	116	7 297	2 957	3 515
421840	Industrial supplies whsle .....	23	34 208	3 705	970	116	7 297	2 957	3 515
4218402	Mechanical power transmission supplies whsle .....	7	24 849	1 958	463	52	3 445	2 347	2 815
42185	Service establishment equipment & supplies whsle .....	12	55 804	3 878	936	104	6 125	1 875	2 222
421850	Service establishment equipment & supplies whsle .....	12	55 804	3 878	936	104	6 125	1 875	2 222
4218501	Beauty & barber shop equipment & supplies whsle ...	3	D	D	D	b	D	D	D
4218503	Laundry & dry-cleaning equipment & supplies whsle ...	3	D	D	D	b	D	D	D
42186	Transportation equipment & supplies (exc motor vehicle) whsle .....	5	28 326	2 244	414	12	5 036	2 280	2 339
421860	Transportation equipment & supplies (exc motor vehicle) whsle .....	5	28 326	2 244	414	12	5 036	2 280	2 339
4218601	Aircraft & aeronautical equipment & supplies whsle ...	3	D	D	D	a	D	D	D
4219	Miscellaneous durable goods whsle ...	42	D	D	D	c	D	D	D
42191	Sporting & recreational goods & supplies whsle .....	8	35 077	2 086	490	58	7 009	11 612	6 117
421910	Sporting & recreational goods & supplies whsle .....	8	35 077	2 086	490	58	7 009	11 612	6 117
42193	Recyclable material whsle .....	13	13 214	2 402	649	81	4 740	964	444
421930	Recyclable material whsle .....	13	13 214	2 402	649	81	4 740	964	444
422	Wholesale trade, nondurable goods .....	201	1 605 959	112 076	25 701	2 869	217 694	110 307	123 817
4221	Paper & paper product whsle .....	37	162 372	16 063	3 826	443	31 969	15 406	17 401
42212	Stationery & office supplies whsle ...	19	D	D	D	e	D	D	D
422120	Stationery & office supplies whsle .	19	D	D	D	e	D	D	D
42213	Industrial & personal service paper whsle .....	11	D	D	D	c	D	D	D
422130	Industrial & personal service paper whsle .....	11	D	D	D	c	D	D	D
4223	Apparel, piece goods, & notions whsle .	18	119 751	14 508	3 455	332	28 740	28 037	34 382
42234	Footwear whsle .....	5	D	D	D	c	D	D	D
422340	Footwear whsle .....	5	D	D	D	c	D	D	D
4224	Grocery & related products whsle .....	42	785 657	34 897	8 046	904	70 719	33 811	34 916
42249	Other grocery & related products whsle .....	23	D	D	D	f	D	D	D
422490	Other grocery & related products whsle .....	23	D	D	D	f	D	D	D
4224902	Bread & baked goods whsle ....	4	D	D	D	b	D	D	D
4224903	Soft drinks whsle .....	5	D	D	D	e	D	D	D
4224906	Other grocery specialties whsle .	11	D	D	D	e	D	D	D
4226	Chemical & allied products whsle .....	42	121 179	14 881	3 588	297	29 924	13 093	14 619
42261	Plastics materials & basic forms & shapes whsle .....	19	57 003	7 059	1 644	135	14 144	5 794	6 919
422610	Plastics materials & basic forms & shapes whsle .....	19	57 003	7 059	1 644	135	14 144	5 794	6 919
42269	Other chemical & allied products whsle .....	23	64 176	7 822	1 944	162	15 780	7 299	7 700
422690	Other chemical & allied products whsle .....	23	64 176	7 822	1 944	162	15 780	7 299	7 700
4226902	Other chemical & allied products whsle .....	21	D	D	D	c	D	D	D
4227	Petroleum & petroleum products whsle .....	8	D	D	D	c	D	D	D
42271	Petroleum bulk stations & terminals .	3	D	D	D	c	D	D	D
422710	Petroleum bulk stations & terminals .....	3	D	D	D	c	D	D	D
4227101	Petroleum bulk stations & terminals (except LP) .....	2	D	D	D	c	D	D	D

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	<b>HILLSBOROUGH COUNTY, NH—Con.</b>								
<b>42</b>	<b>Wholesale trade—Con.</b>								
422	Wholesale trade, nondurable goods—Con.								
4228	Beer, wine, & distilled alcoholic beverage whsle.....	7	D	D	D	e	D	D	D
42281	Beer & ale whsle.....	4	91 445	11 692	2 300	251	18 814	4 925	5 072
422810	Beer & ale whsle.....	4	91 445	11 692	2 300	251	18 814	4 925	5 072
42282	Wine & distilled alcoholic beverage whsle.....	3	D	D	D	b	D	D	D
422820	Wine & distilled alcoholic beverage whsle.....	3	D	D	D	b	D	D	D
4228201	Wine & distilled alcoholic bev (licensed operation) whsle.....	3	D	D	D	b	D	D	D
4229	Miscellaneous nondurable goods whsle.....	39	D	D	D	e	D	D	D
42292	Book, periodical, & newspaper whsle.....	8	D	D	D	b	D	D	D
422920	Book, periodical, & newspaper whsle.....	8	D	D	D	b	D	D	D
42293	Flower, nursery stock, & florists' supplies whsle.....	6	D	D	D	b	D	D	D
422930	Flower, nursery stock, & florists' supplies whsle.....	6	D	D	D	b	D	D	D
42294	Tobacco & tobacco product whsle...	3	D	D	D	c	D	D	D
422940	Tobacco & tobacco product whsle.	3	D	D	D	c	D	D	D
42299	Other miscellaneous nondurable goods whsle.....	20	D	D	D	b	D	D	D
422990	Other miscellaneous nondurable goods whsle.....	20	D	D	D	b	D	D	D
4229904	Other nondurable goods whsle.....	8	D	D	D	b	D	D	D
	<b>Merchant wholesalers.....</b>	<b>564</b>	<b>2 661 247</b>	<b>248 727</b>	<b>56 883</b>	<b>6 491</b>	<b>449 266</b>	<b>242 337</b>	<b>258 035</b>
421	Wholesale trade, durable goods.....	408	1 889 612	170 810	39 326	4 308	301 858	176 386	185 406
4211	Motor vehicle & motor vehicle parts & supplies whsle.....	34	D	D	D	e	D	D	D
42111	Automobile & other motor vehicle whsle.....	9	D	D	D	e	D	D	D
421110	Automobile & other motor vehicle whsle.....	9	D	D	D	e	D	D	D
4211103	Light truck & van (14,000 lb or less) whsle.....	2	D	D	D	b	D	D	D
4211105	Heavy truck & tractor (over 26,000 lb) whsle.....	2	D	D	D	b	D	D	D
42112	Motor vehicle supplies & new parts whsle.....	13	D	D	D	b	D	D	D
421120	Motor vehicle supplies & new parts whsle.....	13	D	D	D	b	D	D	D
4211202	Motor vehicle supplies & new parts—jobbers.....	6	10 174	1 051	227	46	2 095	2 199	2 272
42113	Tire & tube whsle.....	3	D	D	D	b	D	D	D
421130	Tire & tube whsle.....	3	D	D	D	b	D	D	D
42114	Motor vehicle parts, (used) whsle...	9	D	D	D	b	D	D	D
421140	Motor vehicle parts, (used) whsle..	9	D	D	D	b	D	D	D
4212	Furniture & home furnishings whsle...	17	D	D	D	b	D	D	D
42121	Furniture whsle.....	5	D	D	D	b	D	D	D
421210	Furniture whsle.....	5	D	D	D	b	D	D	D
4212102	Office & business furniture whsle.....	4	D	D	D	b	D	D	D
42122	Home furnishings whsle.....	12	D	D	D	b	D	D	D
421220	Home furnishings whsle.....	12	D	D	D	b	D	D	D
4213	Lumber & other construction materials whsle.....	20	541 126	16 087	3 828	241	20 573	20 073	21 902
42131	Lumber, plywood, millwork, & wood panel whsle.....	15	D	D	D	c	D	D	D
421310	Lumber, plywood, millwork, & wood panel whsle.....	15	D	D	D	c	D	D	D
4213101	Lumber without yard whsle.....	6	D	D	D	b	D	D	D
4213102	Lumber with yard whsle.....	3	D	D	D	b	D	D	D
4213103	Plywood, veneer, millwork, & wood panel whsle.....	6	D	D	D	b	D	D	D
4214	Professional & commercial equipment & supplies whsle.....	97	389 849	55 672	12 660	1 297	94 555	28 441	37 496
42142	Office equipment whsle.....	9	D	D	D	c	D	D	D
421420	Office equipment whsle.....	9	D	D	D	c	D	D	D
42143	Computer & computer peripheral equipment & software whsle.....	60	271 991	34 679	7 821	714	56 346	12 355	14 843
421430	Computer & computer peripheral equipment & software whsle.....	60	271 991	34 679	7 821	714	56 346	12 355	14 843
4214301	Computer & peripheral equipment whsle.....	40	230 118	23 318	5 342	518	39 544	11 270	13 786
42143011	Computers & peripheral equipment for resale.....	15	D	D	D	c	D	D	D
42143012	Computers & peripheral equipment for end use.....	25	D	D	D	e	D	D	D
4214302	Computer software (packaged) whsle.....	20	41 873	11 361	2 479	196	16 802	1 085	1 057

**Table 5. Summary Statistics for Counties: 1997—Con.**

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	<b>HILLSBOROUGH COUNTY, NH—Con.</b>								
	<b>Merchant wholesalers—Con.</b>								
421	Wholesale trade, durable goods—Con.								
4214	Professional & commercial equipment & supplies whsle—Con.								
42144	Other commercial equipment whsle . . . . .	10	D	D	D	b	D	D	D
421440	Other commercial equipment whsle . . . . .	10	D	D	D	b	D	D	D
42145	Medical, dental, & hospital equipment & supplies whsle . . . . .	6	D	D	D	b	D	D	D
421450	Medical, dental, & hospital equipment & supplies whsle . . . . .	6	D	D	D	b	D	D	D
4214501	Surgical, medical, & hospital supplies whsle . . . . .	6	D	D	D	b	D	D	D
42149	Other professional equipment & supplies whsle . . . . .	8	D	D	D	c	D	D	D
421490	Other professional equipment & supplies whsle . . . . .	8	D	D	D	c	D	D	D
4214901	Religious & school supplies whsle . . . . .	2	D	D	D	c	D	D	D
4215	Metal & mineral (except petroleum) whsle . . . . .	10	D	D	D	c	D	D	D
42151	Metal service centers & offices . . . . .	10	D	D	D	c	D	D	D
421510	Metal service centers & offices . . . . .	10	D	D	D	c	D	D	D
4215101	Ferrous metal service centers & sales offices . . . . .	9	D	D	D	c	D	D	D
4216	Electrical goods whsle . . . . .	75	192 695	28 745	6 725	801	52 986	23 186	23 974
42161	Electrical apparatus & equip, wiring supp, & const material whsle . . . . .	23	72 806	7 271	1 891	195	13 539	10 122	9 716
421610	Electrical apparatus & equip, wiring supp, & const material whsle . . . . .	23	72 806	7 271	1 891	195	13 539	10 122	9 716
42169	Other electronic parts & equipment whsle . . . . .	48	D	D	D	f	D	D	D
421690	Other electronic parts & equipment whsle . . . . .	48	D	D	D	f	D	D	D
4216901	Communications equipment & supplies whsle . . . . .	19	D	D	D	c	D	D	D
4216902	Electronic parts (excluding communications equipment) whsle . . . . .	29	D	D	D	e	D	D	D
4217	Hardware, & plumbing & heating equipment & supplies whsle . . . . .	31	D	D	D	e	D	D	D
42171	Hardware whsle . . . . .	17	D	D	D	e	D	D	D
421710	Hardware whsle . . . . .	17	D	D	D	e	D	D	D
42173	Warm air heating & air-conditioning equipment & supplies whsle . . . . .	9	D	D	D	b	D	D	D
421730	Warm air heating & air-conditioning equipment & supplies whsle . . . . .	9	D	D	D	b	D	D	D
4218	Machinery, equipment, & supplies whsle . . . . .	85	207 303	26 829	6 290	655	49 454	27 455	29 803
42183	Industrial machinery & equipment whsle . . . . .	42	115 378	16 065	3 779	381	28 411	13 885	13 874
421830	Industrial machinery & equipment whsle . . . . .	42	115 378	16 065	3 779	381	28 411	13 885	13 874
4218302	Hydraulic & pneumatic (fluid-power) machinery & equipment whsle . . . . .	7	D	D	D	b	D	D	D
4218303	General-purpose industrial machinery & equipment whsle . . . . .	20	60 842	7 809	2 050	177	13 460	9 649	6 964
4218304	Metalworking machinery & equipment whsle . . . . .	3	D	D	D	b	D	D	D
42184	Industrial supplies whsle . . . . .	21	D	D	D	c	D	D	D
421840	Industrial supplies whsle . . . . .	21	D	D	D	c	D	D	D
4218402	Mechanical power transmission supplies whsle . . . . .	6	D	D	D	b	D	D	D
42185	Service establishment equipment & supplies whsle . . . . .	10	D	D	D	b	D	D	D
421850	Service establishment equipment & supplies whsle . . . . .	10	D	D	D	b	D	D	D
4218501	Beauty & barber shop equipment & supplies whsle . . . . .	3	D	D	D	b	D	D	D
4218503	Laundry & dry-cleaning equipment & supplies whsle . . . . .	2	D	D	D	b	D	D	D
42186	Transportation equipment & supplies (exc motor vehicle) whsle . . . . .	5	28 326	2 244	414	12	5 036	2 280	2 339
421860	Transportation equipment & supplies (exc motor vehicle) whsle . . . . .	5	28 326	2 244	414	12	5 036	2 280	2 339
4218601	Aircraft & aeronautical equipment & supplies whsle . . . . .	3	D	D	D	a	D	D	D
4219	Miscellaneous durable goods whsle . . . . .	39	D	D	D	c	D	D	D
42191	Sporting & recreational goods & supplies whsle . . . . .	7	D	D	D	b	D	D	D
421910	Sporting & recreational goods & supplies whsle . . . . .	7	D	D	D	b	D	D	D
42193	Recyclable material whsle . . . . .	13	13 214	2 402	649	81	4 740	964	444
421930	Recyclable material whsle . . . . .	13	13 214	2 402	649	81	4 740	964	444

**Table 5. Summary Statistics for Counties: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

NAICS code	Geographic area, type of operation, and kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1996 inventories <sup>f</sup> (\$1,000)	End-of-1997 inventories <sup>f</sup> (\$1,000)
<b>HILLSBOROUGH COUNTY, NH—Con.</b>									
<b>Merchant wholesalers—Con.</b>									
422	Wholesale trade, nondurable goods . . . . .	156	771 635	77 917	17 557	2 183	147 408	65 951	72 629
4221	Paper & paper product whsle . . . . .	28	D	D	D	e	D	D	D
42212	Stationery & office supplies whsle . . . . .	14	D	D	D	c	D	D	D
422120	Stationery & office supplies whsle . . . . .	14	D	D	D	c	D	D	D
42213	Industrial & personal service paper whsle . . . . .	10	D	D	D	c	D	D	D
422130	Industrial & personal service paper whsle . . . . .	10	D	D	D	c	D	D	D
4223	Apparel, piece goods, & notions whsle . . . . .	14	D	D	D	b	D	D	D
4224	Grocery & related products whsle . . . . .	28	D	D	D	f	D	D	D
42249	Other grocery & related products whsle . . . . .	15	D	D	D	e	D	D	D
422490	Other grocery & related products whsle . . . . .	15	D	D	D	e	D	D	D
4224903	Soft drinks whsle . . . . .	2	D	D	D	b	D	D	D
4224906	Other grocery specialties whsle . . . . .	10	D	D	D	e	D	D	D
4226	Chemical & allied products whsle . . . . .	34	86 690	13 067	3 125	258	25 790	11 989	13 545
42261	Plastics materials & basic forms & shapes whsle . . . . .	14	D	D	D	c	D	D	D
422610	Plastics materials & basic forms & shapes whsle . . . . .	14	D	D	D	c	D	D	D
42269	Other chemical & allied products whsle . . . . .	20	D	D	D	c	D	D	D
422690	Other chemical & allied products whsle . . . . .	20	D	D	D	c	D	D	D
4226902	Other chemical & allied products whsle . . . . .	18	D	D	D	c	D	D	D
4227	Petroleum & petroleum products whsle . . . . .	6	75 441	7 099	1 658	205	12 066	5 135	5 058
42271	Petroleum bulk stations & terminals . . . . .	3	D	D	D	c	D	D	D
422710	Petroleum bulk stations & terminals . . . . .	3	D	D	D	c	D	D	D
4227101	Petroleum bulk stations & terminals (except LP) . . . . .	2	D	D	D	c	D	D	D
4228	Beer, wine, & distilled alcoholic beverage whsle . . . . .	6	D	D	D	e	D	D	D
42281	Beer & ale whsle . . . . .	4	91 445	11 692	2 300	251	18 814	4 925	5 072
422810	Beer & ale whsle . . . . .	4	91 445	11 692	2 300	251	18 814	4 925	5 072
4229	Miscellaneous nondurable goods whsle . . . . .	33	D	D	D	e	D	D	D
42299	Other miscellaneous nondurable goods whsle . . . . .	18	D	D	D	b	D	D	D
422990	Other miscellaneous nondurable goods whsle . . . . .	18	D	D	D	b	D	D	D
<b>Manufacturers' sales branches and sales offices . . . . .</b>									
421	Wholesale trade, durable goods . . . . .	49	904 112	71 758	20 569	1 208	128 354	20 411	18 605
4213	Lumber & other construction materials whsle . . . . .	4	D	D	D	b	D	D	D
4214	Professional & commercial equipment & supplies whsle . . . . .	12	385 567	44 205	12 037	684	69 227	1 432	202
42143	Computer & computer peripheral equipment & software whsle . . . . .	10	D	D	D	f	D	D	D
421430	Computer & computer peripheral equipment & software whsle . . . . .	10	D	D	D	f	D	D	D
4214301	Computer & peripheral equipment whsle . . . . .	10	D	D	D	f	D	D	D
42143012	Computers & peripheral equipment for end use . . . . .	9	D	D	D	f	D	D	D
4216	Electrical goods whsle . . . . .	19	294 506	16 337	5 755	279	33 777	3 325	3 356
42161	Electrical apparatus & equip, wiring supp, & const material whsle . . . . .	8	D	D	D	c	D	D	D
421610	Electrical apparatus & equip, wiring supp, & const material whsle . . . . .	8	D	D	D	c	D	D	D
42169	Other electronic parts & equipment whsle . . . . .	11	D	D	D	b	D	D	D
421690	Other electronic parts & equipment whsle . . . . .	11	D	D	D	b	D	D	D
4216902	Electronic parts (excluding communications equipment) whsle . . . . .	5	D	D	D	b	D	D	D
4218	Machinery, equipment, & supplies whsle . . . . .	13	D	D	D	b	D	D	D
42183	Industrial machinery & equipment whsle . . . . .	10	95 636	4 927	1 230	83	11 899	5 335	3 706
421830	Industrial machinery & equipment whsle . . . . .	10	95 636	4 927	1 230	83	11 899	5 335	3 706
4218307	Other industrial machinery & equipment whsle . . . . .	5	D	D	D	b	D	D	D
42185	Service establishment equipment & supplies whsle . . . . .	1	D	D	D	a	D	D	D
421850	Service establishment equipment & supplies whsle . . . . .	1	D	D	D	a	D	D	D
4218503	Laundry & dry-cleaning equipment & supplies whsle . . . . .	1	D	D	D	a	D	D	D



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<b>HILLSBOROUGH COUNTY, NH—Con.</b>									
<b>Manufacturers' sales branches and sales offices—Con.</b>									
422	Wholesale trade, nondurable goods . . . .	26	713 219	31 094	7 446	618	64 929	43 829	50 287
4223	Apparel, piece goods, & notions whsle .	1	D	D	D	c	D	D	D
4224	Grocery & related products whsle . . . .	9	539 967	14 518	3 465	313	30 758	18 459	20 351
42249	Other grocery & related products whsle . . . . .	8	D	D	D	e	D	D	D
422490	Other grocery & related products whsle . . . . .	8	D	D	D	e	D	D	D
4224906	Other grocery specialties whsle . . . . .	1	D	D	D	a	D	D	D
4229	Miscellaneous nondurable goods whsle . . . . .	3	D	D	D	a	D	D	D
<b>Agents, brokers, and commission merchants . . . . .</b>									
		<b>82</b>	<b>514 367</b>	<b>14 813</b>	<b>3 150</b>	<b>271</b>	<b>25 083</b>	<b>966</b>	<b>1 198</b>
421	Wholesale trade, durable goods . . . . .	63	393 262	11 748	2 452	203	19 726	439	297
4213	Lumber & other construction materials whsle . . . . .	4	D	D	D	b	D	D	D
4214	Professional & commercial equipment & supplies whsle . . . . .	8	18 575	1 122	222	16	1 555	—	—
4216	Electrical goods whsle . . . . .	24	249 095	6 001	1 165	84	9 949	98	48
42169	Other electronic parts & equipment whsle . . . . .	15	225 444	5 415	1 032	65	8 814	98	48
421690	Other electronic parts & equipment whsle . . . . .	15	225 444	5 415	1 032	65	8 814	98	48
4216902	Electronic parts (excluding communications equipment) whsle . . . . .	14	D	D	D	b	D	D	D
4217	Hardware, & plumbing & heating equipment & supplies whsle . . . . .	3	D	D	D	b	D	D	D
42172	Plumbing & heating equipment & supplies (hydronics) whsle . . . . .	2	D	D	D	b	D	D	D
421720	Plumbing & heating equipment & supplies (hydronics) whsle . . . . .	2	D	D	D	b	D	D	D
4218	Machinery, equipment, & supplies whsle . . . . .	13	D	D	D	b	D	D	D
42183	Industrial machinery & equipment whsle . . . . .	10	25 072	1 301	262	29	2 162	341	249
421830	Industrial machinery & equipment whsle . . . . .	10	25 072	1 301	262	29	2 162	341	249
422	Wholesale trade, nondurable goods . . . .	19	121 105	3 065	698	68	5 357	527	901
4224	Grocery & related products whsle . . . .	5	D	D	D	a	D	D	D
4228	Beer, wine, & distilled alcoholic beverage whsle . . . . .	1	D	D	D	b	D	D	D
42282	Wine & distilled alcoholic beverage whsle . . . . .	1	D	D	D	b	D	D	D
422820	Wine & distilled alcoholic beverage whsle . . . . .	1	D	D	D	b	D	D	D
4228201	Wine & distilled alcoholic bev (licensed operation) whsle . . . . .	1	D	D	D	b	D	D	D
4229	Miscellaneous nondurable goods whsle . . . . .	3	D	D	D	a	D	D	D
42299	Other miscellaneous nondurable goods whsle . . . . .	2	D	D	D	a	D	D	D
422990	Other miscellaneous nondurable goods whsle . . . . .	2	D	D	D	a	D	D	D
<b>MERRIMACK COUNTY, NH</b>									
<b>42</b>	<b>Wholesale trade . . . . .</b>	<b>189</b>	<b>799 480</b>	<b>77 956</b>	<b>17 387</b>	<b>2 328</b>	<b>167 134</b>	<b>71 179</b>	<b>83 756</b>
421	Wholesale trade, durable goods . . . . .	130	419 411	45 523	10 433	1 311	85 954	56 194	66 320
4211	Motor vehicle & motor vehicle parts & supplies whsle . . . . .	14	75 217	7 994	1 899	244	12 886	15 311	18 509
42111	Automobile & other motor vehicle whsle . . . . .	5	D	D	D	c	D	D	D
421110	Automobile & other motor vehicle whsle . . . . .	5	D	D	D	c	D	D	D
4211105	Heavy truck & tractor (over 26,000 lb) whsle . . . . .	4	D	D	D	c	D	D	D
42112	Motor vehicle supplies & new parts whsle . . . . .	6	15 662	2 550	661	90	4 256	5 026	5 223
421120	Motor vehicle supplies & new parts whsle . . . . .	6	15 662	2 550	661	90	4 256	5 026	5 223
4212	Furniture & home furnishings whsle . . .	5	11 460	1 774	395	68	4 540	1 240	1 294
4213	Lumber & other construction materials whsle . . . . .	6	12 662	1 608	219	45	2 734	750	803
42132	Brick, stone, & related construction materials whsle . . . . .	2	D	D	D	b	D	D	D
421320	Brick, stone, & related construction materials whsle . . . . .	2	D	D	D	b	D	D	D

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<b>MERRIMACK COUNTY, NH—Con.</b>									
<b>42</b>	<b>Wholesale trade—Con.</b>								
421	Wholesale trade, durable goods—Con.								
4214	Professional & commercial equipment & supplies whsle . . . . .	23	44 802	6 449	1 614	160	13 875	2 121	4 114
42143	Computer & computer peripheral equipment & software whsle . . . . .	12	22 480	2 846	629	60	6 763	1 236	3 305
421430	Computer & computer peripheral equipment & software whsle . . . . .	12	22 480	2 846	629	60	6 763	1 236	3 305
4214301	Computer & peripheral equipment whsle . . . . .	7	D	D	D	b	D	D	D
4215	Metal & mineral (except petroleum) whsle . . . . .	5	22 990	2 261	423	57	4 128	2 632	2 918
42151	Metal service centers & offices . . . . .	5	22 990	2 261	423	57	4 128	2 632	2 918
421510	Metal service centers & offices . . . . .	5	22 990	2 261	423	57	4 128	2 632	2 918
4215101	Ferrous metal service centers & sales offices . . . . .	4	D	D	D	b	D	D	D
4216	Electrical goods whsle . . . . .	20	56 090	6 113	1 267	138	10 936	2 564	2 709
42161	Electrical apparatus & equip, wiring supp, & const material whsle . . . . .	9	35 071	2 541	605	60	4 672	728	688
421610	Electrical apparatus & equip, wiring supp, & const material whsle . . . . .	9	35 071	2 541	605	60	4 672	728	688
4218	Machinery, equipment, & supplies whsle . . . . .	39	159 939	15 714	3 807	466	27 764	29 035	32 374
42181	Construction & mining (except petroleum) machinery & equip whsle . . . . .	10	96 707	7 978	1 972	202	13 646	19 018	22 300
421810	Construction & mining (except petroleum) machinery & equip whsle . . . . .	10	96 707	7 978	1 972	202	13 646	19 018	22 300
42183	Industrial machinery & equipment whsle . . . . .	18	39 846	3 948	951	90	7 751	4 198	3 564
421830	Industrial machinery & equipment whsle . . . . .	18	39 846	3 948	951	90	7 751	4 198	3 564
4218303	General-purpose industrial machinery & equipment whsle . . . . .	6	19 735	2 348	578	40	4 448	1 940	2 029
42185	Service establishment equipment & supplies whsle . . . . .	3	D	D	D	c	D	D	D
421850	Service establishment equipment & supplies whsle . . . . .	3	D	D	D	c	D	D	D
4218501	Beauty & barber shop equipment & supplies whsle . . . . .	1	D	D	D	c	D	D	D
4219	Miscellaneous durable goods whsle . . . . .	14	D	D	D	c	D	D	D
42193	Recyclable material whsle . . . . .	3	15 697	2 070	412	69	4 563	597	735
421930	Recyclable material whsle . . . . .	3	15 697	2 070	412	69	4 563	597	735
42199	Other miscellaneous durable goods whsle . . . . .	5	D	D	D	b	D	D	D
421990	Other miscellaneous durable goods whsle . . . . .	5	D	D	D	b	D	D	D
422	Wholesale trade, nondurable goods . . . . .	59	380 069	32 433	6 954	1 017	81 180	14 985	17 436
4221	Paper & paper product whsle . . . . .	7	29 778	3 201	800	81	6 136	1 646	1 703
4224	Grocery & related products whsle . . . . .	11	113 729	7 533	1 346	231	14 889	1 185	1 351
42244	Poultry & poultry product whsle . . . . .	2	D	D	D	c	D	D	D
422440	Poultry & poultry product whsle . . . . .	2	D	D	D	c	D	D	D
4224402	Poultry & poultry product (except live) whsle . . . . .	2	D	D	D	c	D	D	D
42249	Other grocery & related products whsle . . . . .	6	D	D	D	b	D	D	D
422490	Other grocery & related products whsle . . . . .	6	D	D	D	b	D	D	D
4224902	Bread & baked goods whsle . . . . .	3	D	D	D	b	D	D	D
4226	Chemical & allied products whsle . . . . .	8	D	D	D	b	D	D	D
42269	Other chemical & allied products whsle . . . . .	7	D	D	D	b	D	D	D
422690	Other chemical & allied products whsle . . . . .	7	D	D	D	b	D	D	D
4228	Beer, wine, & distilled alcoholic beverage whsle . . . . .	4	120 201	7 789	1 722	232	34 003	2 687	2 798
42281	Beer & ale whsle . . . . .	2	D	D	D	c	D	D	D
422810	Beer & ale whsle . . . . .	2	D	D	D	c	D	D	D
42282	Wine & distilled alcoholic beverage whsle . . . . .	2	D	D	D	b	D	D	D
422820	Wine & distilled alcoholic beverage whsle . . . . .	2	D	D	D	b	D	D	D
4228201	Wine & distilled alcoholic bev (licensed operation) whsle . . . . .	2	D	D	D	b	D	D	D
4229	Miscellaneous nondurable goods whsle . . . . .	18	D	D	D	e	D	D	D
42292	Book, periodical, & newspaper whsle . . . . .	5	D	D	D	e	D	D	D
422920	Book, periodical, & newspaper whsle . . . . .	5	D	D	D	e	D	D	D

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NAICS code	Geographic area, type of operation, and kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1996 inventories* (\$1,000)	End-of-1997 inventories* (\$1,000)
<b>MERRIMACK COUNTY, NH—Con.</b>									
	<b>Merchant wholesalers . . . . .</b>	<b>159</b>	<b>665 413</b>	<b>70 878</b>	<b>15 674</b>	<b>2 170</b>	<b>152 144</b>	<b>69 218</b>	<b>81 315</b>
421	Wholesale trade, durable goods . . . . .	109	351 451	40 960	9 344	1 229	76 935	54 366	64 407
4211	Motor vehicle & motor vehicle parts & supplies whsle . . . . .	13	D	D	D	c	D	D	D
42111	Automobile & other motor vehicle whsle . . . . .	5	D	D	D	c	D	D	D
421110	Automobile & other motor vehicle whsle . . . . .	5	D	D	D	c	D	D	D
4211105	Heavy truck & tractor (over 26,000 lb) whsle . . . . .	4	D	D	D	c	D	D	D
42112	Motor vehicle supplies & new parts whsle . . . . .	5	D	D	D	b	D	D	D
421120	Motor vehicle supplies & new parts whsle . . . . .	5	D	D	D	b	D	D	D
4212	Furniture & home furnishings whsle . . . . .	4	D	D	D	b	D	D	D
4214	Professional & commercial equipment & supplies whsle . . . . .	23	44 802	6 449	1 614	160	13 875	2 121	4 114
42143	Computer & computer peripheral equipment & software whsle . . . . .	12	22 480	2 846	629	60	6 763	1 236	3 305
421430	Computer & computer peripheral equipment & software whsle . . . . .	12	22 480	2 846	629	60	6 763	1 236	3 305
4214301	Computer & peripheral equipment whsle . . . . .	7	D	D	D	b	D	D	D
4215	Metal & mineral (except petroleum) whsle . . . . .	3	D	D	D	b	D	D	D
42151	Metal service centers & offices . . . . .	3	D	D	D	b	D	D	D
421510	Metal service centers & offices . . . . .	3	D	D	D	b	D	D	D
4215101	Ferrous metal service centers & sales offices . . . . .	3	D	D	D	b	D	D	D
4216	Electrical goods whsle . . . . .	15	D	D	D	c	D	D	D
4218	Machinery, equipment, & supplies whsle . . . . .	30	133 759	13 385	3 197	427	23 342	27 267	30 555
42181	Construction & mining (except petroleum) machinery & equip whsle . . . . .	10	96 707	7 978	1 972	202	13 646	19 018	22 300
421810	Construction & mining (except petroleum) machinery & equip whsle . . . . .	10	96 707	7 978	1 972	202	13 646	19 018	22 300
42183	Industrial machinery & equipment whsle . . . . .	11	14 966	1 745	381	54	3 516	2 438	1 750
421830	Industrial machinery & equipment whsle . . . . .	11	14 966	1 745	381	54	3 516	2 438	1 750
42185	Service establishment equipment & supplies whsle . . . . .	2	D	D	D	c	D	D	D
421850	Service establishment equipment & supplies whsle . . . . .	2	D	D	D	c	D	D	D
4218501	Beauty & barber shop equipment & supplies whsle . . . . .	1	D	D	D	c	D	D	D
4219	Miscellaneous durable goods whsle . . . . .	13	D	D	D	c	D	D	D
42193	Recyclable material whsle . . . . .	3	15 697	2 070	412	69	4 563	597	735
421930	Recyclable material whsle . . . . .	3	15 697	2 070	412	69	4 563	597	735
42199	Other miscellaneous durable goods whsle . . . . .	5	D	D	D	b	D	D	D
421990	Other miscellaneous durable goods whsle . . . . .	5	D	D	D	b	D	D	D
422	Wholesale trade, nondurable goods . . . . .	50	313 962	29 918	6 330	941	75 209	14 852	16 908
4221	Paper & paper product whsle . . . . .	7	29 778	3 201	800	81	6 136	1 646	1 703
4224	Grocery & related products whsle . . . . .	10	D	D	D	c	D	D	D
42244	Poultry & poultry product whsle . . . . .	2	D	D	D	c	D	D	D
422440	Poultry & poultry product whsle . . . . .	2	D	D	D	c	D	D	D
4224402	Poultry & poultry product (except live) whsle . . . . .	2	D	D	D	c	D	D	D
4226	Chemical & allied products whsle . . . . .	6	D	D	D	b	D	D	D
42269	Other chemical & allied products whsle . . . . .	5	D	D	D	b	D	D	D
422690	Other chemical & allied products whsle . . . . .	5	D	D	D	b	D	D	D
4228	Beer, wine, & distilled alcoholic beverage whsle . . . . .	3	D	D	D	c	D	D	D
42281	Beer & ale whsle . . . . .	2	D	D	D	c	D	D	D
422810	Beer & ale whsle . . . . .	2	D	D	D	c	D	D	D
4229	Miscellaneous nondurable goods whsle . . . . .	15	D	D	D	e	D	D	D
42292	Book, periodical, & newspaper whsle . . . . .	5	D	D	D	e	D	D	D
422920	Book, periodical, & newspaper whsle . . . . .	5	D	D	D	e	D	D	D
	<b>Manufacturers' sales branches and sales offices . . . . .</b>	<b>9</b>	<b>27 218</b>	<b>3 419</b>	<b>813</b>	<b>70</b>	<b>8 254</b>	<b>1 953</b>	<b>2 436</b>
421	Wholesale trade, durable goods . . . . .	5	D	D	D	b	D	D	D

**Table 5. Summary Statistics for Counties: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

NAICS code	Geographic area, type of operation, and kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1996 inventories* (\$1,000)	End-of-1997 inventories* (\$1,000)
<b>MERRIMACK COUNTY, NH—Con.</b>									
	<b>Agents, brokers, and commission merchants .....</b>	<b>21</b>	<b>106 849</b>	<b>3 659</b>	<b>900</b>	<b>88</b>	<b>6 736</b>	<b>8</b>	<b>5</b>
421	Wholesale trade, durable goods .....	16	D	D	D	b	D	D	D
4216	Electrical goods whsle .....	3	D	D	D	b	D	D	D
4218	Machinery, equipment, & supplies whsle .....	7	D	D	D	a	D	D	D
42183	Industrial machinery & equipment whsle .....	5	D	D	D	a	D	D	D
421830	Industrial machinery & equipment whsle .....	5	D	D	D	a	D	D	D
422	Wholesale trade, nondurable goods .....	5	D	D	D	b	D	D	D
4228	Beer, wine, & distilled alcoholic beverage whsle .....	1	D	D	D	b	D	D	D
42282	Wine & distilled alcoholic beverage whsle .....	1	D	D	D	b	D	D	D
422820	Wine & distilled alcoholic beverage whsle .....	1	D	D	D	b	D	D	D
4228201	Wine & distilled alcoholic bev (licensed operation) whsle .....	1	D	D	D	b	D	D	D
<b>ROCKINGHAM COUNTY, NH</b>									
<b>42</b>	<b>Wholesale trade .....</b>	<b>605</b>	<b>4 328 912</b>	<b>271 172</b>	<b>61 220</b>	<b>6 504</b>	<b>563 380</b>	<b>406 570</b>	<b>365 990</b>
421	Wholesale trade, durable goods .....	442	1 590 471	141 317	30 267	3 443	283 465	130 064	130 034
4211	Motor vehicle & motor vehicle parts & supplies whsle .....	35	117 037	11 275	2 407	498	22 867	15 609	17 294
42111	Automobile & other motor vehicle whsle .....	16	83 596	6 994	1 375	338	14 728	11 840	12 845
421110	Automobile & other motor vehicle whsle .....	16	83 596	6 994	1 375	338	14 728	11 840	12 845
4211104	Medium truck & tractor (14,001 lb to 26,000 lb) whsle .....	3	D	D	D	b	D	D	D
4211105	Heavy truck & tractor (over 26,000 lb) whsle .....	5	D	D	D	b	D	D	D
42112	Motor vehicle supplies & new parts whsle .....	6	15 570	1 674	418	67	3 240	1 664	2 245
421120	Motor vehicle supplies & new parts whsle .....	6	15 570	1 674	418	67	3 240	1 664	2 245
4211202	Motor vehicle supplies & new parts—jobbers .....	4	D	D	D	b	D	D	D
42114	Motor vehicle parts, (used) whsle .....	5	D	D	D	b	D	D	D
421140	Motor vehicle parts, (used) whsle .....	5	D	D	D	b	D	D	D
4212	Furniture & home furnishings whsle .....	18	43 996	2 411	449	77	5 613	5 732	6 642
42121	Furniture whsle .....	10	19 148	1 476	284	40	3 387	2 609	3 171
421210	Furniture whsle .....	10	19 148	1 476	284	40	3 387	2 609	3 171
42122	Home furnishings whsle .....	8	24 848	935	165	37	2 226	3 123	3 471
421220	Home furnishings whsle .....	8	24 848	935	165	37	2 226	3 123	3 471
4212204	Other home furnishings whsle .....	4	D	D	D	a	D	D	D
4213	Lumber & other construction materials whsle .....	20	D	D	D	e	D	D	D
42131	Lumber, plywood, millwork, & wood panel whsle .....	13	74 651	5 424	1 085	166	9 960	7 005	8 028
421310	Lumber, plywood, millwork, & wood panel whsle .....	13	74 651	5 424	1 085	166	9 960	7 005	8 028
4213102	Lumber with yard whsle .....	4	D	D	D	b	D	D	D
4214	Professional & commercial equipment & supplies whsle .....	85	310 558	39 548	8 382	698	74 193	11 793	12 397
42141	Photographic equipment & supplies whsle .....	4	D	D	D	b	D	D	D
421410	Photographic equipment & supplies whsle .....	4	D	D	D	b	D	D	D
42142	Office equipment whsle .....	12	19 788	2 968	639	93	5 224	1 219	1 493
421420	Office equipment whsle .....	12	19 788	2 968	639	93	5 224	1 219	1 493
42143	Computer & computer peripheral equipment & software whsle .....	49	243 696	31 433	6 673	495	59 038	7 693	8 022
421430	Computer & computer peripheral equipment & software whsle .....	49	243 696	31 433	6 673	495	59 038	7 693	8 022
4214301	Computer & peripheral equipment whsle .....	37	210 278	20 514	3 881	258	39 474	6 582	6 751
42143011	Computers & peripheral equipment for resale .....	23	D	D	D	c	D	D	D
42143012	Computers & peripheral equipment for end use .....	14	D	D	D	b	D	D	D
4214302	Computer software (packaged) whsle .....	12	33 418	10 919	2 792	237	19 564	1 111	1 271
42145	Medical, dental, & hospital equipment & supplies whsle .....	11	8 302	2 249	470	54	4 046	648	851
421450	Medical, dental, & hospital equipment & supplies whsle .....	11	8 302	2 249	470	54	4 046	648	851
4214501	Surgical, medical, & hospital supplies whsle .....	11	8 302	2 249	470	54	4 046	648	851
42149	Other professional equipment & supplies whsle .....	6	D	D	D	b	D	D	D
421490	Other professional equipment & supplies whsle .....	6	D	D	D	b	D	D	D
4214902	Other professional equipment & supplies whsle .....	6	D	D	D	b	D	D	D

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NAICS code	Geographic area, type of operation, and kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1996 inventories <sup>f</sup> (\$1,000)	End-of-1997 inventories <sup>f</sup> (\$1,000)
	<b>ROCKINGHAM COUNTY, NH—Con.</b>								
<b>42</b>	<b>Wholesale trade—Con.</b>								
421	Wholesale trade, durable goods—Con.								
4215	Metal & mineral (except petroleum) whsle .....	15	43 461	4 900	979	107	7 742	5 819	6 412
42151	Metal service centers & offices .....	15	43 461	4 900	979	107	7 742	5 819	6 412
4215101	Metal service centers & offices .....	15	43 461	4 900	979	107	7 742	5 819	6 412
42151011	Ferrous metal service centers & sales offices .....	13	D	D	D	c	D	D	D
42151011	Ferrous metal service centers .....	9	27 057	4 249	837	90	6 324	5 454	6 036
4216	Electrical goods whsle .....	86	433 314	24 015	5 778	490	40 705	10 151	11 647
42161	Electrical apparatus & equip, wiring supp, & const material whsle .....	23	195 567	5 490	1 245	114	10 506	4 687	5 068
421610	Electrical apparatus & equip, wiring supp, & const material whsle .....	23	195 567	5 490	1 245	114	10 506	4 687	5 068
42169	Other electronic parts & equipment whsle .....	59	D	D	D	e	D	D	D
421690	Other electronic parts & equipment whsle .....	59	D	D	D	e	D	D	D
4216901	Communications equipment & supplies whsle .....	15	32 840	7 320	1 530	143	11 145	1 586	1 683
4216902	Electronic parts (excluding communications equipment) whsle .....	44	D	D	D	c	D	D	D
4217	Hardware, & plumbing & heating equipment & supplies whsle .....	31	110 940	10 089	2 250	244	19 175	10 217	11 492
42171	Hardware whsle .....	12	D	D	D	c	D	D	D
421710	Hardware whsle .....	12	D	D	D	c	D	D	D
42172	Plumbing & heating equipment & supplies (hydronics) whsle .....	11	20 366	1 760	393	38	3 869	1 489	2 188
421720	Plumbing & heating equipment & supplies (hydronics) whsle .....	11	20 366	1 760	393	38	3 869	1 489	2 188
42174	Refrigeration equipment & supplies whsle .....	3	D	D	D	b	D	D	D
421740	Refrigeration equipment & supplies whsle .....	3	D	D	D	b	D	D	D
4218	Machinery, equipment, & supplies whsle .....	107	245 907	28 939	5 671	709	60 134	25 397	23 310
42181	Construction & mining (except petroleum) machinery & equip whsle .....	7	D	D	D	b	D	D	D
421810	Construction & mining (except petroleum) machinery & equip whsle .....	7	D	D	D	b	D	D	D
42183	Industrial machinery & equipment whsle .....	69	164 294	18 161	3 389	409	33 148	13 712	10 792
421830	Industrial machinery & equipment whsle .....	69	164 294	18 161	3 389	409	33 148	13 712	10 792
4218302	Hydraulic & pneumatic (fluid-power) machinery & equipment whsle .....	8	D	D	D	b	D	D	D
4218303	General-purpose industrial machinery & equipment whsle .....	24	41 062	5 423	1 036	129	11 041	3 086	3 276
4218304	Metalworking machinery & equipment whsle .....	9	66 453	3 858	466	65	7 221	5 424	1 801
4218307	Other industrial machinery & equipment whsle .....	20	40 137	6 892	1 413	152	11 428	3 565	3 731
42184	Industrial supplies whsle .....	12	38 330	6 144	1 302	129	10 887	3 730	3 688
421840	Industrial supplies whsle .....	12	38 330	6 144	1 302	129	10 887	3 730	3 688
4218402	Mechanical power transmission supplies whsle .....	2	D	D	D	b	D	D	D
42185	Service establishment equipment & supplies whsle .....	7	11 597	854	181	28	1 656	182	157
421850	Service establishment equipment & supplies whsle .....	7	11 597	854	181	28	1 656	182	157
4218502	Custodial, janitors' equipment & supplies whsle .....	3	D	D	D	a	D	D	D
4219	Miscellaneous durable goods whsle ...	45	D	D	D	e	D	D	D
42191	Sporting & recreational goods & supplies whsle .....	12	146 863	6 285	1 548	237	26 234	29 626	24 594
421910	Sporting & recreational goods & supplies whsle .....	12	146 863	6 285	1 548	237	26 234	29 626	24 594
42193	Recyclable material whsle .....	8	D	D	D	b	D	D	D
421930	Recyclable material whsle .....	8	D	D	D	b	D	D	D
4219303	Other recyclable material whsle .....	5	D	D	D	b	D	D	D
42199	Other miscellaneous durable goods whsle .....	11	D	D	D	a	D	D	D
421990	Other miscellaneous durable goods whsle .....	11	D	D	D	a	D	D	D

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<b>ROCKINGHAM COUNTY, NH—Con.</b>									
<b>42</b>	<b>Wholesale trade—Con.</b>								
422	Wholesale trade, nondurable goods . . . . .	163	2 738 441	129 855	30 953	3 061	279 915	276 506	235 956
4221	Paper & paper product whsle . . . . .	25	123 673	10 700	2 171	227	18 701	2 173	2 439
42212	Stationery & office supplies whsle . . .	16	58 932	5 311	1 215	140	10 183	596	606
422120	Stationery & office supplies whsle . . .	16	58 932	5 311	1 215	140	10 183	596	606
42213	Industrial & personal service paper whsle . . . . .	5	D	D	D	b	D	D	D
422130	Industrial & personal service paper whsle . . . . .	5	D	D	D	b	D	D	D
4222	Drugs, & druggists' sundries whsle . . . .	8	D	D	D	e	D	D	D
42221	Drugs, & druggists' sundries whsle . . .	8	D	D	D	e	D	D	D
422210	Drugs, & druggists' sundries whsle . . . . .	8	D	D	D	e	D	D	D
4222102	Specialty-line drug, pharmaceutical, cosmetic, & toiletries whsle . . . . .	5	D	D	D	c	D	D	D
4223	Apparel, piece goods, & notions whsle . . .	13	D	D	D	f	D	D	D
42231	Piece goods, notions, & other dry goods whsle . . . . .	4	D	D	D	a	D	D	D
422310	Piece goods, notions, & other dry goods whsle . . . . .	4	D	D	D	a	D	D	D
42234	Footwear whsle . . . . .	5	D	D	D	f	D	D	D
422340	Footwear whsle . . . . .	5	D	D	D	f	D	D	D
4224	Grocery & related products whsle . . . . .	52	793 619	34 189	7 222	934	77 527	26 448	29 678
42241	General-line grocery whsle . . . . .	5	D	D	D	b	D	D	D
422410	General-line grocery whsle . . . . .	5	D	D	D	b	D	D	D
4224103	Other general-line grocery whsle . . . . .	5	D	D	D	b	D	D	D
42242	Packaged frozen food whsle . . . . .	10	D	D	D	b	D	D	D
422420	Packaged frozen food whsle . . . . .	10	D	D	D	b	D	D	D
42244	Poultry & poultry product whsle . . . . .	1	D	D	D	b	D	D	D
422440	Poultry & poultry product whsle . . . . .	1	D	D	D	b	D	D	D
4224401	Live poultry whsle . . . . .	1	D	D	D	b	D	D	D
42245	Confectionery whsle . . . . .	3	D	D	D	e	D	D	D
422450	Confectionery whsle . . . . .	3	D	D	D	e	D	D	D
42246	Fish & seafood whsle . . . . .	12	32 593	1 669	400	77	3 603	412	444
422460	Fish & seafood whsle . . . . .	12	32 593	1 669	400	77	3 603	412	444
42249	Other grocery & related products whsle . . . . .	15	256 624	12 428	3 078	337	39 059	9 243	6 555
422490	Other grocery & related products whsle . . . . .	15	256 624	12 428	3 078	337	39 059	9 243	6 555
4224902	Bread & baked goods whsle . . . . .	4	D	D	D	b	D	D	D
4224903	Soft drinks whsle . . . . .	3	D	D	D	c	D	D	D
4224905	Food & beverage basic materials whsle . . . . .	3	D	D	D	b	D	D	D
4226	Chemical & allied products whsle . . . . .	32	161 267	15 281	3 808	279	30 840	12 930	12 191
42261	Plastics materials & basic forms & shapes whsle . . . . .	12	58 506	3 507	496	35	7 248	4 628	3 885
422610	Plastics materials & basic forms & shapes whsle . . . . .	12	58 506	3 507	496	35	7 248	4 628	3 885
42269	Other chemical & allied products whsle . . . . .	20	102 761	11 774	3 312	244	23 592	8 302	8 306
422690	Other chemical & allied products whsle . . . . .	20	102 761	11 774	3 312	244	23 592	8 302	8 306
4226901	Industrial gases (except LP) whsle . . . . .	2	D	D	D	c	D	D	D
4226902	Other chemical & allied products whsle . . . . .	18	D	D	D	c	D	D	D
4227	Petroleum & petroleum products whsle . . . . .	10	D	D	D	c	D	D	D
42271	Petroleum bulk stations & terminals . . . . .	5	D	D	D	b	D	D	D
422710	Petroleum bulk stations & terminals . . . . .	5	D	D	D	b	D	D	D
4227101	Petroleum bulk stations & terminals (except LP) . . . . .	5	D	D	D	b	D	D	D
42272	Petroleum & petroleum prod whsle (exc bulk stations & terminals) . . . . .	5	D	D	D	c	D	D	D
422720	Petroleum & petroleum prod whsle (exc bulk stations & terminals) . . . . .	5	D	D	D	c	D	D	D
4228	Beer, wine, & distilled alcoholic beverage whsle . . . . .	4	D	D	D	b	D	D	D
42281	Beer & ale whsle . . . . .	1	D	D	D	b	D	D	D
422810	Beer & ale whsle . . . . .	1	D	D	D	b	D	D	D
4229	Miscellaneous nondurable goods whsle . . . . .	19	D	D	D	c	D	D	D
42291	Farm supplies whsle . . . . .	3	D	D	D	b	D	D	D
422910	Farm supplies whsle . . . . .	3	D	D	D	b	D	D	D
42299	Other miscellaneous nondurable goods whsle . . . . .	10	D	D	D	b	D	D	D
422990	Other miscellaneous nondurable goods whsle . . . . .	10	D	D	D	b	D	D	D
4229904	Other nondurable goods whsle . . . . .	7	D	D	D	b	D	D	D

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<b>ROCKINGHAM COUNTY, NH—Con.</b>									
	<b>Merchant wholesalers . . . . .</b>	<b>476</b>	<b>3 209 394</b>	<b>213 752</b>	<b>48 340</b>	<b>5 274</b>	<b>456 445</b>	<b>396 627</b>	<b>355 894</b>
421	Wholesale trade, durable goods . . . . .	352	1 100 348	117 729	25 379	3 050	239 266	122 812	122 492
4211	Motor vehicle & motor vehicle parts & supplies whsle . . . . .	33	D	D	D	e	D	D	D
42111	Automobile & other motor vehicle whsle . . . . .	16	83 596	6 994	1 375	338	14 728	11 840	12 845
421110	Automobile & other motor vehicle whsle . . . . .	16	83 596	6 994	1 375	338	14 728	11 840	12 845
4211105	Heavy truck & tractor (over 26,000 lb) whsle . . . . .	5	D	D	D	b	D	D	D
42114	Motor vehicle parts, (used) whsle . . . . .	5	D	D	D	b	D	D	D
421140	Motor vehicle parts, (used) whsle . . . . .	5	D	D	D	b	D	D	D
4212	Furniture & home furnishings whsle . . . . .	12	32 393	1 838	349	63	4 406	5 707	6 611
42121	Furniture whsle . . . . .	7	D	D	D	b	D	D	D
421210	Furniture whsle . . . . .	7	D	D	D	b	D	D	D
42122	Home furnishings whsle . . . . .	5	D	D	D	b	D	D	D
421220	Home furnishings whsle . . . . .	5	D	D	D	b	D	D	D
4212204	Other home furnishings whsle . . . . .	3	D	D	D	a	D	D	D
4213	Lumber & other construction materials whsle . . . . .	19	D	D	D	e	D	D	D
42131	Lumber, plywood, millwork, & wood panel whsle . . . . .	13	74 651	5 424	1 085	166	9 960	7 005	8 028
421310	Lumber, plywood, millwork, & wood panel whsle . . . . .	13	74 651	5 424	1 085	166	9 960	7 005	8 028
4213102	Lumber with yard whsle . . . . .	4	D	D	D	b	D	D	D
4214	Professional & commercial equipment & supplies whsle . . . . .	69	257 705	33 105	7 333	629	63 048	11 483	12 054
42142	Office equipment whsle . . . . .	8	D	D	D	b	D	D	D
421420	Office equipment whsle . . . . .	8	D	D	D	b	D	D	D
42143	Computer & computer peripheral equipment & software whsle . . . . .	43	D	D	D	e	D	D	D
421430	Computer & computer peripheral equipment & software whsle . . . . .	43	D	D	D	e	D	D	D
4214301	Computer & peripheral equipment whsle . . . . .	31	D	D	D	c	D	D	D
42143011	Computers & peripheral equipment for resale . . . . .	19	D	D	D	c	D	D	D
42143012	Computers & peripheral equipment for end use . . . . .	12	D	D	D	b	D	D	D
4214302	Computer software (packaged) whsle . . . . .	12	33 418	10 919	2 792	237	19 564	1 111	1 271
42149	Other professional equipment & supplies whsle . . . . .	4	D	D	D	a	D	D	D
421490	Other professional equipment & supplies whsle . . . . .	4	D	D	D	a	D	D	D
4214902	Other professional equipment & supplies whsle . . . . .	4	D	D	D	a	D	D	D
4215	Metal & mineral (except petroleum) whsle . . . . .	13	D	D	D	b	D	D	D
42151	Metal service centers & offices . . . . .	13	D	D	D	b	D	D	D
421510	Metal service centers & offices . . . . .	13	D	D	D	b	D	D	D
4215101	Ferrous metal service centers & sales offices . . . . .	12	D	D	D	b	D	D	D
4216	Electrical goods whsle . . . . .	56	174 681	17 427	4 247	376	29 465	6 336	7 709
42161	Electrical apparatus & equip, wiring supp, & const material whsle . . . . .	13	15 759	2 457	553	70	5 052	954	1 220
421610	Electrical apparatus & equip, wiring supp, & const material whsle . . . . .	13	15 759	2 457	553	70	5 052	954	1 220
42169	Other electronic parts & equipment whsle . . . . .	40	156 475	14 772	3 644	299	23 769	5 111	6 029
421690	Other electronic parts & equipment whsle . . . . .	40	156 475	14 772	3 644	299	23 769	5 111	6 029
4216901	Communications equipment & supplies whsle . . . . .	10	21 133	5 368	1 033	109	8 151	1 504	1 593
4216902	Electronic parts (excluding communications equipment) whsle . . . . .	30	135 342	9 404	2 611	190	15 618	3 607	4 436
4217	Hardware, & plumbing & heating equipment & supplies whsle . . . . .	22	42 217	4 778	1 105	140	9 061	9 044	10 253
42171	Hardware whsle . . . . .	10	D	D	D	b	D	D	D
421710	Hardware whsle . . . . .	10	D	D	D	b	D	D	D
4218	Machinery, equipment, & supplies whsle . . . . .	91	201 730	26 595	5 165	667	55 589	25 397	23 310
42183	Industrial machinery & equipment whsle . . . . .	57	135 069	16 367	2 996	375	29 577	13 712	10 792
421830	Industrial machinery & equipment whsle . . . . .	57	135 069	16 367	2 996	375	29 577	13 712	10 792
4218303	General-purpose industrial machinery & equipment whsle . . . . .	18	24 336	4 260	846	111	8 505	3 086	3 276
4218304	Metalworking machinery & equipment whsle . . . . .	9	66 453	3 858	466	65	7 221	5 424	1 801
4218307	Other industrial machinery & equipment whsle . . . . .	15	30 529	6 310	1 222	137	10 501	3 565	3 731
42184	Industrial supplies whsle . . . . .	10	D	D	D	c	D	D	D
421840	Industrial supplies whsle . . . . .	10	D	D	D	c	D	D	D
4218402	Mechanical power transmission supplies whsle . . . . .	2	D	D	D	b	D	D	D

**Table 5. Summary Statistics for Counties: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

NAICS code	Geographic area, type of operation, and kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1996 inventories <sup>f</sup> (\$1,000)	End-of-1997 inventories <sup>f</sup> (\$1,000)
<b>ROCKINGHAM COUNTY, NH—Con.</b>									
<b>Merchant wholesalers—Con.</b>									
421	Wholesale trade, durable goods—Con.								
4218	Machinery, equipment, & supplies whsle—Con.								
42185	Service establishment equipment & supplies whsle . . . . .	6	D	D	D	b	D	D	D
421850	Service establishment equipment & supplies whsle . . . . .	6	D	D	D	b	D	D	D
4219	Miscellaneous durable goods whsle . . . . .	37	D	D	D	e	D	D	D
42191	Sporting & recreational goods & supplies whsle . . . . .	6	D	D	D	c	D	D	D
421910	Sporting & recreational goods & supplies whsle . . . . .	6	D	D	D	c	D	D	D
42193	Recyclable material whsle . . . . .	8	D	D	D	b	D	D	D
421930	Recyclable material whsle . . . . .	8	D	D	D	b	D	D	D
4219303	Other recyclable material whsle . . . . .	5	D	D	D	b	D	D	D
42199	Other miscellaneous durable goods whsle . . . . .	10	D	D	D	a	D	D	D
421990	Other miscellaneous durable goods whsle . . . . .	10	D	D	D	a	D	D	D
422	Wholesale trade, nondurable goods . . . . .	124	2 109 046	96 023	22 961	2 224	217 179	273 815	233 402
4221	Paper & paper product whsle . . . . .	17	52 739	8 257	1 598	177	12 582	2 173	2 439
42212	Stationery & office supplies whsle . . . . .	10	D	D	D	b	D	D	D
422120	Stationery & office supplies whsle . . . . .	10	D	D	D	b	D	D	D
42213	Industrial & personal service paper whsle . . . . .	4	D	D	D	b	D	D	D
422130	Industrial & personal service paper whsle . . . . .	4	D	D	D	b	D	D	D
4223	Apparel, piece goods, & notions whsle . . . . .	8	D	D	D	f	D	D	D
42234	Footwear whsle . . . . .	4	D	D	D	f	D	D	D
422340	Footwear whsle . . . . .	4	D	D	D	f	D	D	D
4224	Grocery & related products whsle . . . . .	39	433 729	15 955	2 871	432	45 344	24 995	28 360
42241	General-line grocery whsle . . . . .	4	D	D	D	b	D	D	D
422410	General-line grocery whsle . . . . .	4	D	D	D	b	D	D	D
4224103	Other general-line grocery whsle . . . . .	4	D	D	D	b	D	D	D
42242	Packaged frozen food whsle . . . . .	8	D	D	D	b	D	D	D
422420	Packaged frozen food whsle . . . . .	8	D	D	D	b	D	D	D
42245	Confectionery whsle . . . . .	1	D	D	D	c	D	D	D
422450	Confectionery whsle . . . . .	1	D	D	D	c	D	D	D
42246	Fish & seafood whsle . . . . .	12	32 593	1 669	400	77	3 603	412	444
422460	Fish & seafood whsle . . . . .	12	32 593	1 669	400	77	3 603	412	444
42249	Other grocery & related products whsle . . . . .	9	D	D	D	c	D	D	D
422490	Other grocery & related products whsle . . . . .	9	D	D	D	c	D	D	D
4224902	Bread & baked goods whsle . . . . .	2	D	D	D	b	D	D	D
4224905	Food & beverage basic materials whsle . . . . .	2	D	D	D	b	D	D	D
4226	Chemical & allied products whsle . . . . .	24	D	D	D	c	D	D	D
42261	Plastics materials & basic forms & shapes whsle . . . . .	9	D	D	D	b	D	D	D
422610	Plastics materials & basic forms & shapes whsle . . . . .	9	D	D	D	b	D	D	D
42269	Other chemical & allied products whsle . . . . .	15	D	D	D	c	D	D	D
422690	Other chemical & allied products whsle . . . . .	15	D	D	D	c	D	D	D
4226902	Other chemical & allied products whsle . . . . .	15	D	D	D	c	D	D	D
4227	Petroleum & petroleum products whsle . . . . .	10	D	D	D	c	D	D	D
42271	Petroleum bulk stations & terminals . . . . .	5	D	D	D	b	D	D	D
422710	Petroleum bulk stations & terminals . . . . .	5	D	D	D	b	D	D	D
4227101	Petroleum bulk stations & terminals (except LP) . . . . .	5	D	D	D	b	D	D	D
42272	Petroleum & petroleum prod whsle (exc bulk stations & terminals) . . . . .	5	D	D	D	c	D	D	D
422720	Petroleum & petroleum prod whsle (exc bulk stations & terminals) . . . . .	5	D	D	D	c	D	D	D
4229	Miscellaneous nondurable goods whsle . . . . .	16	D	D	D	c	D	D	D
42291	Farm supplies whsle . . . . .	3	D	D	D	b	D	D	D
422910	Farm supplies whsle . . . . .	3	D	D	D	b	D	D	D
42299	Other miscellaneous nondurable goods whsle . . . . .	7	D	D	D	b	D	D	D
422990	Other miscellaneous nondurable goods whsle . . . . .	7	D	D	D	b	D	D	D
4229904	Other nondurable goods whsle . . . . .	4	D	D	D	b	D	D	D



**Table 5. Summary Statistics for Counties: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

NAICS code	Geographic area, type of operation, and kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1996 inventories* (\$1,000)	End-of-1997 inventories* (\$1,000)
<b>ROCKINGHAM COUNTY, NH—</b>									
<b>Con.</b>									
	<b>Manufacturers' sales branches and sales offices . . .</b>	<b>34</b>	<b>663 808</b>	<b>43 889</b>	<b>9 755</b>	<b>950</b>	<b>80 379</b>	<b>9 506</b>	<b>9 592</b>
421	Wholesale trade, durable goods . . . . .	16	271 015	13 612	2 536	185	24 006	7 078	7 272
4216	Electrical goods whsle . . . . .	3	D	D	D	b	D	D	D
42161	Electrical apparatus & equip, wiring supp. & const material whsle . . . . .	2	D	D	D	b	D	D	D
421610	Electrical apparatus & equip, wiring supp. & const material whsle . . . . .	2	D	D	D	b	D	D	D
4217	Hardware, & plumbing & heating equipment & supplies whsle . . . . .	2	D	D	D	b	D	D	D
422	Wholesale trade, nondurable goods . . . . .	18	392 793	30 277	7 219	765	56 373	2 428	2 320
4224	Grocery & related products whsle . . . . .	7	D	D	D	e	D	D	D
42249	Other grocery & related products whsle . . . . .	5	D	D	D	c	D	D	D
422490	Other grocery & related products whsle . . . . .	5	D	D	D	c	D	D	D
4224905	Food & beverage basic materials whsle . . . . .	1	D	D	D	a	D	D	D
4226	Chemical & allied products whsle . . . . .	4	D	D	D	c	D	D	D
42269	Other chemical & allied products whsle . . . . .	4	D	D	D	c	D	D	D
422690	Other chemical & allied products whsle . . . . .	4	D	D	D	c	D	D	D
	<b>Agents, brokers, and commission merchants . . . . .</b>	<b>95</b>	<b>455 710</b>	<b>13 531</b>	<b>3 125</b>	<b>280</b>	<b>26 556</b>	<b>437</b>	<b>504</b>
421	Wholesale trade, durable goods . . . . .	74	219 108	9 976	2 352	208	20 193	174	270
4214	Professional & commercial equipment & supplies whsle . . . . .	11	D	D	D	b	D	D	D
4216	Electrical goods whsle . . . . .	27	D	D	D	b	D	D	D
42169	Other electronic parts & equipment whsle . . . . .	18	72 889	2 901	674	60	4 860	—	—
421690	Other electronic parts & equipment whsle . . . . .	18	72 889	2 901	674	60	4 860	—	—
4216902	Electronic parts (excluding communications equipment) whsle . . . . .	14	D	D	D	b	D	D	D
4217	Hardware, & plumbing & heating equipment & supplies whsle . . . . .	7	D	D	D	a	D	D	D
4218	Machinery, equipment, & supplies whsle . . . . .	14	D	D	D	b	D	D	D
42183	Industrial machinery & equipment whsle . . . . .	10	D	D	D	b	D	D	D
421830	Industrial machinery & equipment whsle . . . . .	10	D	D	D	b	D	D	D
4218303	General-purpose industrial machinery & equipment whsle . . . . .	6	16 726	1 163	190	18	2 536	—	—
4219	Miscellaneous durable goods whsle . . . . .	7	D	D	D	b	D	D	D
422	Wholesale trade, nondurable goods . . . . .	21	236 602	3 555	773	72	6 363	263	234
4221	Paper & paper product whsle . . . . .	3	D	D	D	a	D	D	D
42212	Stationery & office supplies whsle . . . . .	2	D	D	D	a	D	D	D
422120	Stationery & office supplies whsle . . . . .	2	D	D	D	a	D	D	D
4224	Grocery & related products whsle . . . . .	6	D	D	D	b	D	D	D
42244	Poultry & poultry product whsle . . . . .	1	D	D	D	b	D	D	D
422440	Poultry & poultry product whsle . . . . .	1	D	D	D	b	D	D	D
4224401	Live poultry whsle . . . . .	1	D	D	D	b	D	D	D
4229	Miscellaneous nondurable goods whsle . . . . .	3	D	D	D	a	D	D	D
42299	Other miscellaneous nondurable goods whsle . . . . .	3	D	D	D	a	D	D	D
422990	Other miscellaneous nondurable goods whsle . . . . .	3	D	D	D	a	D	D	D
<b>STRAFFORD COUNTY, NH</b>									
42	<b>Wholesale trade . . . . .</b>	<b>109</b>	<b>281 012</b>	<b>39 888</b>	<b>9 284</b>	<b>1 508</b>	<b>79 581</b>	<b>15 345</b>	<b>20 415</b>

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NAICS code	Geographic area, type of operation, and kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1996 inventories <sup>f</sup> (\$1,000)	End-of-1997 inventories <sup>f</sup> (\$1,000)
<b>STRAFFORD COUNTY, NH—Con.</b>									
<b>42</b>	<b>Wholesale trade—Con.</b>								
421	Wholesale trade, durable goods . . . . .	70	135 323	28 327	6 552	1 145	55 247	10 088	12 141
4214	Professional & commercial equipment & supplies whsle . . . . .	12	6 990	817	185	36	1 938	707	857
4216	Electrical goods whsle . . . . .	11	42 824	9 999	2 275	416	23 936	2 277	2 251
42169	Other electronic parts & equipment whsle . . . . .	6	D	D	D	e	D	D	D
421690	Other electronic parts & equipment whsle . . . . .	6	D	D	D	e	D	D	D
4216901	Communications equipment & supplies whsle . . . . .	2	D	D	D	e	D	D	D
4217	Hardware, & plumbing & heating equipment & supplies whsle . . . . .	3	D	D	D	e	D	D	D
42171	Hardware whsle . . . . .	3	D	D	D	e	D	D	D
421710	Hardware whsle . . . . .	3	D	D	D	e	D	D	D
4218	Machinery, equipment, & supplies whsle . . . . .	18	D	D	D	c	D	D	D
42183	Industrial machinery & equipment whsle . . . . .	11	D	D	D	b	D	D	D
421830	Industrial machinery & equipment whsle . . . . .	11	D	D	D	b	D	D	D
42185	Service establishment equipment & supplies whsle . . . . .	2	D	D	D	b	D	D	D
421850	Service establishment equipment & supplies whsle . . . . .	2	D	D	D	b	D	D	D
4218503	Laundry & dry-cleaning equipment & supplies whsle . . . . .	1	D	D	D	b	D	D	D
4219	Miscellaneous durable goods whsle . . . . .	10	D	D	D	b	D	D	D
422	Wholesale trade, nondurable goods . . . . .	39	145 689	11 561	2 732	363	24 334	5 257	8 274
4223	Apparel, piece goods, & notions whsle . . . . .	8	D	D	D	c	D	D	D
4224	Grocery & related products whsle . . . . .	15	79 306	4 595	1 062	148	10 003	937	1 229
42244	Poultry & poultry product whsle . . . . .	3	D	D	D	b	D	D	D
422440	Poultry & poultry product whsle . . . . .	3	D	D	D	b	D	D	D
4224402	Poultry & poultry product (except live) whsle . . . . .	2	D	D	D	b	D	D	D
42249	Other grocery & related products whsle . . . . .	7	D	D	D	b	D	D	D
422490	Other grocery & related products whsle . . . . .	7	D	D	D	b	D	D	D
4224902	Bread & baked goods whsle . . . . .	4	D	D	D	b	D	D	D
4229	Miscellaneous nondurable goods whsle . . . . .	12	D	D	D	b	D	D	D
42299	Other miscellaneous nondurable goods whsle . . . . .	7	D	D	D	b	D	D	D
422990	Other miscellaneous nondurable goods whsle . . . . .	7	D	D	D	b	D	D	D
4229904	Other nondurable goods whsle . . . . .	6	D	D	D	b	D	D	D
	<b>Merchant wholesalers . . . . .</b>	<b>92</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>f</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods . . . . .	63	D	D	D	e	D	D	D
4214	Professional & commercial equipment & supplies whsle . . . . .	12	6 990	817	185	36	1 938	707	857
4216	Electrical goods whsle . . . . .	9	D	D	D	b	D	D	D
4218	Machinery, equipment, & supplies whsle . . . . .	17	D	D	D	c	D	D	D
42183	Industrial machinery & equipment whsle . . . . .	10	D	D	D	b	D	D	D
421830	Industrial machinery & equipment whsle . . . . .	10	D	D	D	b	D	D	D
42185	Service establishment equipment & supplies whsle . . . . .	2	D	D	D	b	D	D	D
421850	Service establishment equipment & supplies whsle . . . . .	2	D	D	D	b	D	D	D
4218503	Laundry & dry-cleaning equipment & supplies whsle . . . . .	1	D	D	D	b	D	D	D
4219	Miscellaneous durable goods whsle . . . . .	10	D	D	D	b	D	D	D
422	Wholesale trade, nondurable goods . . . . .	29	D	D	D	e	D	D	D
4223	Apparel, piece goods, & notions whsle . . . . .	8	D	D	D	c	D	D	D
4224	Grocery & related products whsle . . . . .	11	D	D	D	c	D	D	D
4229	Miscellaneous nondurable goods whsle . . . . .	7	D	D	D	b	D	D	D
	<b>Manufacturers' sales branches and sales offices . . . . .</b>	<b>6</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>f</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods . . . . .	3	D	D	D	f	D	D	D

**Table 5. Summary Statistics for Counties: 1997—Con.**

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NAICS code	Geographic area, type of operation, and kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1996 inventories <sup>f</sup> (\$1,000)	End-of-1997 inventories <sup>f</sup> (\$1,000)
<b>STRAFFORD COUNTY, NH—Con.</b>									
	<b>Agents, brokers, and commission merchants .....</b>	<b>11</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>b</b>	<b>D</b>	<b>D</b>	<b>D</b>
422	Wholesale trade, nondurable goods .....	7	D	D	D	b	D	D	D
4224	Grocery & related products whsle .....	2	D	D	D	a	D	D	D
4229	Miscellaneous nondurable goods								
42299	whsle .....	5	D	D	D	a	D	D	D
422990	Other miscellaneous nondurable goods whsle .....	3	D	D	D	a	D	D	D
	Other miscellaneous nondurable goods whsle .....	3	D	D	D	a	D	D	D
<b>SULLIVAN COUNTY, NH</b>									
<b>42</b>	<b>Wholesale trade .....</b>	<b>43</b>	<b>88 392</b>	<b>7 371</b>	<b>1 817</b>	<b>265</b>	<b>17 311</b>	<b>8 472</b>	<b>8 605</b>
421	Wholesale trade, durable goods .....	32	72 206	5 405	1 308	179	11 508	7 622	7 822
4213	Lumber & other construction materials whsle .....	6	D	D	D	a	D	D	D
42131	Lumber, plywood, millwork, & wood panel whsle .....	5	D	D	D	a	D	D	D
421310	Lumber, plywood, millwork, & wood panel whsle .....	5	D	D	D	a	D	D	D
4213103	Plywood, veneer, millwork, & wood panel whsle .....	1	D	D	D	a	D	D	D
4218	Machinery, equipment, & supplies whsle .....	8	27 661	2 631	685	82	5 002	6 114	6 228
4219	Miscellaneous durable goods whsle ...	5	D	D	D	a	D	D	D
422	Wholesale trade, nondurable goods .....	11	16 186	1 966	509	86	5 803	850	783
4224	Grocery & related products whsle .....	4	D	D	D	b	D	D	D
42249	Other grocery & related products whsle .....	3	D	D	D	b	D	D	D
422490	Other grocery & related products whsle .....	3	D	D	D	b	D	D	D
	<b>Merchant wholesalers .....</b>	<b>39</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>c</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods .....	30	D	D	D	c	D	D	D
4213	Lumber & other construction materials whsle .....	6	D	D	D	a	D	D	D
42131	Lumber, plywood, millwork, & wood panel whsle .....	5	D	D	D	a	D	D	D
421310	Lumber, plywood, millwork, & wood panel whsle .....	5	D	D	D	a	D	D	D
4213103	Plywood, veneer, millwork, & wood panel whsle .....	1	D	D	D	a	D	D	D
4218	Machinery, equipment, & supplies whsle .....	8	27 661	2 631	685	82	5 002	6 114	6 228
422	Wholesale trade, nondurable goods .....	9	D	D	D	b	D	D	D
	<b>Manufacturers' sales branches and sales offices ..</b>	<b>3</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>b</b>	<b>D</b>	<b>D</b>	<b>D</b>
	<b>Agents, brokers, and commission merchants .....</b>	<b>1</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>a</b>	<b>D</b>	<b>D</b>	<b>D</b>

**Table 6. Percent of Sales Data Based on Administrative Records and Estimation for Counties: 1997**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

NAICS code	Geographic area and kind of business	All types of operation percent of sales—		Merchant wholesalers percent of sales—		Manufacturers' sales branches and offices percent of sales—		Agents, brokers, and commission merchants percent of sales—	
		From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>
<b>BELKNAP COUNTY, NH</b>									
<b>42</b>	<b>Wholesale trade .....</b>	<b>2.9</b>	<b>2.0</b>	<b>3.7</b>	<b>2.7</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods .....	3.0	1.1	3.5	1.3	—	—	—	—
4214	Professional & commercial equipment & supplies whsle .....	D	D	—	—	—	—	—	—
4215	Metal & mineral (except petroleum) whsle .....	—	—	D	D	—	—	—	—
42151	Metal service centers & offices .....	—	—	D	D	—	—	—	—
4215101	Ferrous metal service centers & sales offices .....	—	—	D	D	—	—	—	—
42151011	Ferrous metal service centers .....	—	—	—	—	—	—	—	—
4218	Machinery, equipment, & supplies whsle .....	.1	.1	D	D	—	—	—	—
42183	Industrial machinery & equipment whsle .....	.1	—	.1	—	—	—	—	—
421830	Industrial machinery & equipment whsle .....	.1	—	.1	—	—	—	—	—
4218307	Other industrial machinery & equipment whsle .....	—	—	—	—	—	—	—	—
4219	Miscellaneous durable goods whsle .....	D	D	D	D	—	—	—	—
422	Wholesale trade, nondurable goods .....	2.8	3.3	4.1	6.3	D	D	—	—
4223	Apparel, piece goods, & notions whsle .....	D	D	D	D	—	—	—	—
42231	Piece goods, notions, & other dry goods whsle .....	D	D	D	D	—	—	—	—
422310	Piece goods, notions, & other dry goods whsle .....	D	D	D	D	—	—	—	—
4223102	Notions & other dry goods whsle .....	D	D	D	D	—	—	—	—
4224	Grocery & related products whsle .....	D	D	D	D	—	—	—	—
42249	Other grocery & related products whsle .....	D	D	D	D	—	—	—	—
422490	Other grocery & related products whsle .....	D	D	D	D	—	—	—	—
4224903	Soft drinks whsle .....	D	D	—	—	—	—	—	—
4227	Petroleum & petroleum products whsle .....	D	D	D	D	—	—	—	—
42271	Petroleum bulk stations & terminals .....	D	D	—	—	—	—	—	—
422710	Petroleum bulk stations & terminals .....	D	D	—	—	—	—	—	—
<b>CARROLL COUNTY, NH</b>									
<b>42</b>	<b>Wholesale trade .....</b>	<b>9.0</b>	<b>1.3</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods .....	D	D	D	D	—	—	D	D
4219	Miscellaneous durable goods whsle .....	D	D	D	D	—	—	—	—
422	Wholesale trade, nondurable goods .....	D	D	D	D	—	—	—	—
4224	Grocery & related products whsle .....	2.7	—	D	D	—	—	—	—
42249	Other grocery & related products whsle .....	D	D	D	D	—	—	—	—
422490	Other grocery & related products whsle .....	D	D	D	D	—	—	—	—
<b>CHESHIRE COUNTY, NH</b>									
<b>42</b>	<b>Wholesale trade .....</b>	<b>2.3</b>	<b>2.2</b>	<b>2.6</b>	<b>2.6</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods .....	5.8	5.9	D	D	D	D	—	—
4214	Professional & commercial equipment & supplies whsle .....	7.4	4.3	D	D	—	—	—	—
42143	Computer & computer peripheral equipment & software whsle .....	D	D	D	D	—	—	—	—
421430	Computer & computer peripheral equipment & software whsle .....	D	D	D	D	—	—	—	—
4214301	Computer & peripheral equipment whsle ..	D	D	D	D	—	—	—	—
42145	Medical, dental, & hospital equipment & supplies whsle .....	—	—	D	D	—	—	—	—
421450	Medical, dental, & hospital equipment & supplies whsle .....	—	—	D	D	—	—	—	—
4214501	Surgical, medical, & hospital supplies whsle .....	—	—	D	D	—	—	—	—
4217	Hardware, & plumbing & heating equipment & supplies whsle .....	D	D	—	—	—	—	—	—
42172	Plumbing & heating equipment & supplies (hydronics) whsle .....	D	D	—	—	—	—	—	—
421720	Plumbing & heating equipment & supplies (hydronics) whsle .....	D	D	—	—	—	—	—	—
4218	Machinery, equipment, & supplies whsle .....	.8	8.2	D	D	—	—	—	—
42182	Farm & garden machinery & equipment whsle ..	D	D	D	D	—	—	—	—
421820	Farm & garden machinery & equipment whsle ..	D	D	D	D	—	—	—	—
4218201	Farm machinery & equipment—farm dealers .....	D	D	D	D	—	—	—	—
42183	Industrial machinery & equipment whsle .....	3.0	30.0	—	—	—	—	—	—
421830	Industrial machinery & equipment whsle .....	3.0	30.0	—	—	—	—	—	—
4219	Miscellaneous durable goods whsle .....	D	D	D	D	—	—	—	—
42199	Other miscellaneous durable goods whsle .....	D	D	—	—	—	—	—	—
421990	Other miscellaneous durable goods whsle .....	D	D	—	—	—	—	—	—

See footnotes at end of table.

**Table 6. Percent of Sales Data Based on Administrative Records and Estimation for Counties: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

NAICS code	Geographic area and kind of business	All types of operation percent of sales—		Merchant wholesalers percent of sales—		Manufacturers' sales branches and offices percent of sales—		Agents, brokers, and commission merchants percent of sales—	
		From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>
<b>CHESHIRE COUNTY, NH—Con.</b>									
<b>42</b>	<b>Wholesale trade—Con.</b>								
422	Wholesale trade, nondurable goods .....	.5	.4	D	D	D	D	—	—
4224	Grocery & related products whsle .....	D	D	D	D	—	—	—	—
42241	General-line grocery whsle .....	D	D	D	D	—	—	—	—
422410	General-line grocery whsle .....	D	D	D	D	—	—	—	—
4224103	Other general-line grocery whsle .....	D	D	D	D	—	—	—	—
42249	Other grocery & related products whsle .....	D	D	—	—	—	—	—	—
422490	Other grocery & related products whsle .....	D	D	—	—	—	—	—	—
4226	Chemical & allied products whsle .....	D	D	—	—	—	—	—	—
42269	Other chemical & allied products whsle .....	D	D	—	—	—	—	—	—
422690	Other chemical & allied products whsle .....	D	D	—	—	—	—	—	—
4228	Beer, wine, & distilled alcoholic beverage whsle ..	D	D	—	—	—	—	—	—
42281	Beer & ale whsle .....	D	D	—	—	—	—	—	—
422810	Beer & ale whsle .....	D	D	—	—	—	—	—	—
4229	Miscellaneous nondurable goods whsle .....	D	D	D	D	—	—	—	—
<b>COOS COUNTY, NH</b>									
<b>42</b>	<b>Wholesale trade .....</b>	<b>5.1</b>	<b>.3</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods .....	D	D	D	D	—	—	—	—
4211	Motor vehicle & motor vehicle parts & supplies whsle .....	17.1	—	17.1	—	—	—	—	—
4218	Machinery, equipment, & supplies whsle .....	27.6	—	27.6	—	—	—	—	—
422	Wholesale trade, nondurable goods .....	D	D	D	D	—	—	—	—
4227	Petroleum & petroleum products whsle .....	D	D	D	D	—	—	—	—
42271	Petroleum bulk stations & terminals .....	D	D	D	D	—	—	—	—
422710	Petroleum bulk stations & terminals .....	D	D	D	D	—	—	—	—
4227101	Petroleum bulk stations & terminals (except LP) .....	D	D	D	D	—	—	—	—
42271011	Petroleum bulk stations (except LP) .....	D	D	D	D	—	—	—	—
4229	Miscellaneous nondurable goods whsle .....	D	D	D	D	—	—	—	—
<b>GRAFTON COUNTY, NH</b>									
<b>42</b>	<b>Wholesale trade .....</b>	<b>3.6</b>	<b>1.8</b>	<b>5.1</b>	<b>2.6</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods .....	3.9	2.3	D	D	—	—	D	D
4211	Motor vehicle & motor vehicle parts & supplies whsle .....	D	D	D	D	—	—	—	—
42114	Motor vehicle parts, (used) whsle .....	—	—	—	—	—	—	—	—
421140	Motor vehicle parts, (used) whsle .....	—	—	—	—	—	—	—	—
4213	Lumber & other construction materials whsle .....	D	D	D	D	—	—	D	D
4214	Professional & commercial equipment & supplies whsle .....	D	D	D	D	—	—	—	—
42143	Computer & computer peripheral equipment & software whsle .....	D	D	D	D	—	—	—	—
421430	Computer & computer peripheral equipment & software whsle .....	D	D	D	D	—	—	—	—
4214301	Computer & peripheral equipment whsle ..	D	D	D	D	—	—	—	—
42143012	Computers & peripheral equipment for end use .....	D	D	D	D	—	—	—	—
4218	Machinery, equipment, & supplies whsle .....	8.0	—	8.0	—	—	—	—	—
42183	Industrial machinery & equipment whsle .....	7.2	—	7.2	—	—	—	—	—
421830	Industrial machinery & equipment whsle .....	7.2	—	7.2	—	—	—	—	—
4218304	Metalworking machinery & equipment whsle .....	D	D	D	D	—	—	—	—
42184	Industrial supplies whsle .....	D	D	D	D	—	—	—	—
421840	Industrial supplies whsle .....	D	D	D	D	—	—	—	—
4219	Miscellaneous durable goods whsle .....	D	D	D	D	—	—	D	D
42191	Sporting & recreational goods & supplies whsle .....	D	D	D	D	—	—	—	—
421910	Sporting & recreational goods & supplies whsle .....	D	D	D	D	—	—	—	—
42199	Other miscellaneous durable goods whsle .....	D	D	D	D	—	—	D	D
421990	Other miscellaneous durable goods whsle .....	D	D	D	D	—	—	D	D

See footnotes at end of table.

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		From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>
	<b>GRAFTON COUNTY, NH—Con.</b>								
	<b>Wholesale trade—Con.</b>								
42	Wholesale trade, nondurable goods .....	3.3	1.2	D	D	—	—	D	D
422	Paper & paper product whsle .....	D	D	D	D	—	—	—	—
4221	Grocery & related products whsle .....	D	D	37.8	—	—	—	—	—
4224	Other grocery & related products whsle .....	D	D	—	—	—	—	—	—
42249	Other grocery & related products whsle .....	D	D	—	—	—	—	—	—
422490	Petroleum & petroleum products whsle .....	D	D	D	D	—	—	—	—
4227	Petroleum bulk stations & terminals .....	D	D	—	—	—	—	—	—
42271	Petroleum bulk stations & terminals .....	D	D	—	—	—	—	—	—
422710	Petroleum bulk stations & terminals .....	D	D	—	—	—	—	—	—
4228	Beer, wine, & distilled alcoholic beverage whsle ..	D	D	—	—	—	—	D	D
42282	Wine & distilled alcoholic beverage whsle .....	D	D	—	—	—	—	D	D
422820	Wine & distilled alcoholic beverage whsle .....	D	D	—	—	—	—	D	D
4228201	Wine & distilled alcoholic bev (licensed operation) whsle .....	D	D	—	—	—	—	D	D
4229	Miscellaneous nondurable goods whsle .....	D	D	—	—	—	—	—	—
	<b>HILLSBOROUGH COUNTY, NH</b>								
42	<b>Wholesale trade .....</b>	<b>2.2</b>	<b>2.9</b>	<b>3.9</b>	<b>4.1</b>	—	<b>1.7</b>	<b>.3</b>	<b>.3</b>
421	Wholesale trade, durable goods .....	2.5	2.3	4.2	2.8	—	2.0	.1	.4
4211	Motor vehicle & motor vehicle parts & supplies whsle .....	2.2	1.8	D	D	—	—	—	—
42111	Automobile & other motor vehicle whsle .....	D	D	D	D	—	—	—	—
421110	Automobile & other motor vehicle whsle .....	D	D	D	D	—	—	—	—
4211103	Light truck & van (14,000 lb or less) whsle ..	D	D	D	D	—	—	—	—
4211104	Medium truck & tractor (14,001 lb to 26,000 lb) whsle .....	D	D	—	—	—	—	—	—
4211105	Heavy truck & tractor (over 26,000 lb) whsle .....	D	D	D	D	—	—	—	—
42112	Motor vehicle supplies & new parts whsle .....	D	D	D	D	—	—	—	—
421120	Motor vehicle supplies & new parts whsle ..	D	D	D	D	—	—	—	—
4211202	Motor vehicle supplies & new parts—jobbers .....	4.9	18.9	4.9	18.9	—	—	—	—
42113	Tire & tube whsle .....	D	D	D	D	—	—	—	—
421130	Tire & tube whsle .....	D	D	D	D	—	—	—	—
42114	Motor vehicle parts, (used) whsle .....	D	D	D	D	—	—	—	—
421140	Motor vehicle parts, (used) whsle .....	D	D	D	D	—	—	—	—
4212	Furniture & home furnishings whsle .....	D	D	D	D	—	—	—	—
42121	Furniture whsle .....	D	D	D	D	—	—	—	—
421210	Furniture whsle .....	D	D	D	D	—	—	—	—
4212102	Office & business furniture whsle .....	—	—	D	D	—	—	—	—
42122	Home furnishings whsle .....	D	D	D	D	—	—	—	—
421220	Home furnishings whsle .....	D	D	D	D	—	—	—	—
4213	Lumber & other construction materials whsle ....	.5	.9	.5	1.0	D	D	D	D
42131	Lumber, plywood, millwork, & wood panel whsle .....	D	D	D	D	—	—	—	—
421310	Lumber, plywood, millwork, & wood panel whsle .....	D	D	D	D	—	—	—	—
4213101	Lumber without yard whsle .....	D	D	D	D	—	—	—	—
4213102	Lumber with yard whsle .....	D	D	D	D	—	—	—	—
4213103	Plywood, veneer, millwork, & wood panel whsle .....	D	D	D	D	—	—	—	—
42133	Roofing, siding, & insulation material whsle ....	D	D	—	—	—	—	—	—
421330	Roofing, siding, & insulation material whsle ..	D	D	—	—	—	—	—	—
4213301	Roofing, siding, & insulation material whsle .....	D	D	—	—	—	—	—	—
4214	Professional & commercial equipment & supplies whsle .....	1.0	3.5	2.0	6.5	—	.6	.1	—
42141	Photographic equipment & supplies whsle .....	D	D	—	—	—	—	—	—
421410	Photographic equipment & supplies whsle ..	D	D	—	—	—	—	—	—
42142	Office equipment whsle .....	1.6	7.5	D	D	—	—	—	—
421420	Office equipment whsle .....	1.6	7.5	D	D	—	—	—	—
42143	Computer & computer peripheral equipment & software whsle .....	.8	3.4	1.8	7.5	D	D	—	—
421430	Computer & computer peripheral equipment & software whsle .....	.8	3.4	1.8	7.5	D	D	—	—
4214301	Computer & peripheral equipment whsle ..	.4	2.8	1.1	6.5	D	D	—	—
42143011	Computers & peripheral equipment for resale .....	D	D	D	D	—	—	—	—
42143012	Computers & peripheral equipment for end use .....	D	D	D	D	—	D	—	—
4214302	Computer software (packaged) whsle .....	5.8	12.8	5.8	12.8	—	—	—	—
42144	Other commercial equipment whsle .....	D	D	D	D	—	—	—	—
421440	Other commercial equipment whsle .....	D	D	D	D	—	—	—	—
42145	Medical, dental, & hospital equipment & supplies whsle .....	—	7.6	D	D	—	—	—	—
421450	Medical, dental, & hospital equipment & supplies whsle .....	—	7.6	D	D	—	—	—	—
4214501	Surgical, medical, & hospital supplies whsle .....	—	7.6	D	D	—	—	—	—

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		From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>
	<b>HILLSBOROUGH COUNTY, NH—Con.</b>								
<b>42</b>	<b>Wholesale trade—Con.</b>								
421	Wholesale trade, durable goods—Con.								
4214	Professional & commercial equipment & supplies whsle—Con.								
42149	Other professional equipment & supplies whsle .....	.8	—	D	D	—	—	—	—
421490	Other professional equipment & supplies whsle .....	.8	—	D	D	—	—	—	—
4214901	Religious & school supplies whsle .....	D	D	D	D	—	—	—	—
4214902	Other professional equipment & supplies whsle .....	D	D	—	—	—	—	—	—
4215	Metal & mineral (except petroleum) whsle .....	.3	—	D	D	—	—	—	—
42151	Metal service centers & offices .....	.3	—	D	D	—	—	—	—
421510	Metal service centers & offices .....	.3	—	D	D	—	—	—	—
4215101	Ferrous metal service centers & sales offices .....	D	D	D	D	—	—	—	—
42151011	Ferrous metal service centers .....	D	D	—	—	—	—	—	—
4216	Electrical goods whsle .....	4.5	3.0	16.9	5.2	—	3.5	.1	.6
42161	Electrical apparatus & equip, wiring supp, & const material whsle .....	.1	3.2	.4	8.7	D	D	—	—
421610	Electrical apparatus & equip, wiring supp, & const material whsle .....	.1	3.2	.4	8.7	D	D	—	—
42162	Electrical appliance, television & radio set whsle .....	—	—	—	—	—	—	—	—
42169	Other electronic parts & equipment whsle .....	6.8	2.9	D	D	D	D	.2	—
421690	Other electronic parts & equipment whsle .....	6.8	2.9	D	D	D	D	.2	—
4216901	Communications equipment & supplies whsle .....	6.2	4.3	D	D	—	—	—	—
4216902	Electronic parts (excluding communications equipment) whsle .....	6.8	2.8	D	D	D	D	D	D
4217	Hardware, & plumbing & heating equipment & supplies whsle .....	1.4	1.1	D	D	—	—	D	D
42171	Hardware whsle .....	D	D	D	D	—	—	—	—
421710	Hardware whsle .....	D	D	D	D	—	—	—	—
42172	Plumbing & heating equipment & supplies (hydronics) whsle .....	D	D	—	—	—	—	D	D
421720	Plumbing & heating equipment & supplies (hydronics) whsle .....	D	D	—	—	—	—	D	D
42173	Warm air heating & air-conditioning equipment & supplies whsle .....	D	D	D	D	—	—	—	—
421730	Warm air heating & air-conditioning equipment & supplies whsle .....	D	D	D	D	—	—	—	—
4218	Machinery, equipment, & supplies whsle .....	6.1	2.6	11.2	2.1	D	D	D	D
42181	Construction & mining (except petroleum) machinery & equip whsle .....	D	D	—	—	—	—	—	—
421810	Construction & mining (except petroleum) machinery & equip whsle .....	D	D	—	—	—	—	—	—
42183	Industrial machinery & equipment whsle .....	9.0	1.6	18.5	1.2	—	2.4	—	—
421830	Industrial machinery & equipment whsle .....	9.0	1.6	18.5	1.2	—	2.4	—	—
4218302	Hydraulic & pneumatic (fluid-power) machinery & equipment whsle .....	—	.2	D	D	—	—	—	—
4218303	General-purpose industrial machinery & equipment whsle .....	.4	1.5	.5	1.8	—	—	—	—
4218304	Metalworking machinery & equipment whsle .....	D	D	D	D	—	—	—	—
4218305	Materials handling equipment whsle .....	—	—	—	—	—	—	—	—
4218307	Other industrial machinery & equipment whsle .....	.2	1.7	—	—	D	D	—	—
42184	Industrial supplies whsle .....	1.5	4.4	D	D	—	—	—	—
421840	Industrial supplies whsle .....	1.5	4.4	D	D	—	—	—	—
4218402	Mechanical power transmission supplies whsle .....	—	—	D	D	—	—	—	—
42185	Service establishment equipment & supplies whsle .....	1.1	2.6	D	D	D	D	—	—
421850	Service establishment equipment & supplies whsle .....	1.1	2.6	D	D	D	D	—	—
4218501	Beauty & barber shop equipment & supplies whsle .....	D	D	D	D	—	—	—	—
4218503	Laundry & dry-cleaning equipment & supplies whsle .....	D	D	D	D	D	D	—	—
42186	Transportation equipment & supplies (exc motor vehicle) whsle .....	—	—	—	—	—	—	—	—
421860	Transportation equipment & supplies (exc motor vehicle) whsle .....	—	—	—	—	—	—	—	—
4218601	Aircraft & aeronautical equipment & supplies whsle .....	D	D	D	D	—	—	—	—
4219	Miscellaneous durable goods whsle .....	D	D	D	D	—	—	—	—
42191	Sporting & recreational goods & supplies whsle .....	1.4	—	D	D	—	—	—	—
421910	Sporting & recreational goods & supplies whsle .....	1.4	—	D	D	—	—	—	—
42193	Recyclable material whsle .....	4.0	—	4.0	—	—	—	—	—
421930	Recyclable material whsle .....	4.0	—	4.0	—	—	—	—	—

See footnotes at end of table.

**Table 6. Percent of Sales Data Based on Administrative Records and Estimation for Counties: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D.]

NAICS code	Geographic area and kind of business	All types of operation percent of sales—		Merchant wholesalers percent of sales—		Manufacturers' sales branches and offices percent of sales—		Agents, brokers, and commission merchants percent of sales—	
		From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>
	<b>HILLSBOROUGH COUNTY, NH—Con.</b>								
<b>42</b>	<b>Wholesale trade—Con.</b>								
422	Wholesale trade, nondurable goods .....	1.7	4.2	3.3	7.4	—	1.4	1.1	—
4221	Paper & paper product whsle .....	6.4	4.6	D	D	—	—	—	—
42212	Stationery & office supplies whsle .....	D	D	D	D	—	—	—	—
422120	Stationery & office supplies whsle .....	D	D	D	D	—	—	—	—
42213	Industrial & personal service paper whsle .....	D	D	D	D	—	—	—	—
422130	Industrial & personal service paper whsle .....	D	D	D	D	—	—	—	—
4223	Apparel, piece goods, & notions whsle .....	.8	6.1	D	D	D	D	—	—
42234	Footwear whsle .....	D	D	—	—	—	—	—	—
422340	Footwear whsle .....	D	D	—	—	—	—	—	—
4224	Grocery & related products whsle .....	.2	.4	D	D	—	.5	D	D
42249	Other grocery & related products whsle .....	D	D	D	D	D	D	—	—
422490	Other grocery & related products whsle .....	D	D	D	D	D	D	—	—
4224902	Bread & baked goods whsle .....	D	D	—	—	—	—	—	—
4224903	Soft drinks whsle .....	D	D	D	D	—	—	—	—
4224906	Other grocery specialties whsle .....	D	D	D	D	D	D	—	—
4226	Chemical & allied products whsle .....	2.4	8.8	3.3	12.2	—	—	—	—
42261	Plastics materials & basic forms & shapes whsle .....	4.0	.2	D	D	—	—	—	—
422610	Plastics materials & basic forms & shapes whsle .....	4.0	.2	D	D	—	—	—	—
42269	Other chemical & allied products whsle .....	.9	16.4	D	D	—	—	—	—
422690	Other chemical & allied products whsle .....	.9	16.4	D	D	—	—	—	—
4226902	Other chemical & allied products whsle .....	D	D	D	D	—	—	—	—
4227	Petroleum & petroleum products whsle .....	D	D	9.7	48.1	—	—	—	—
42271	Petroleum bulk stations & terminals .....	D	D	D	D	—	—	—	—
422710	Petroleum bulk stations & terminals .....	D	D	D	D	—	—	—	—
4227101	Petroleum bulk stations & terminals (except LP) .....	D	D	D	D	—	—	—	—
4228	Beer, wine, & distilled alcoholic beverage whsle ..	D	D	D	D	—	—	D	D
42281	Beer & ale whsle .....	—	—	—	—	—	—	—	—
422810	Beer & ale whsle .....	—	—	—	—	—	—	—	—
42282	Wine & distilled alcoholic beverage whsle .....	D	D	—	—	—	—	D	D
422820	Wine & distilled alcoholic beverage whsle .....	D	D	—	—	—	—	D	D
4228201	Wine & distilled alcoholic bev (licensed operation) whsle .....	D	D	—	—	—	—	D	D
4229	Miscellaneous nondurable goods whsle .....	D	D	D	D	D	D	D	D
42292	Book, periodical, & newspaper whsle .....	D	D	—	—	—	—	—	—
422920	Book, periodical, & newspaper whsle .....	D	D	—	—	—	—	—	—
42293	Flower, nursery stock, & florists' supplies whsle .....	D	D	—	—	—	—	—	—
422930	Flower, nursery stock, & florists' supplies whsle .....	D	D	—	—	—	—	—	—
42294	Tobacco & tobacco product whsle .....	D	D	—	—	—	—	—	—
422940	Tobacco & tobacco product whsle .....	D	D	—	—	—	—	—	—
42299	Other miscellaneous nondurable goods whsle ..	D	D	D	D	—	—	D	D
422990	Other miscellaneous nondurable goods whsle ..	D	D	D	D	—	—	D	D
4229904	Other nondurable goods whsle .....	D	D	—	—	—	—	—	—
	<b>MERRIMACK COUNTY, NH</b>								
<b>42</b>	<b>Wholesale trade .....</b>	<b>1.8</b>	<b>2.9</b>	<b>2.1</b>	<b>2.9</b>	<b>—</b>	<b>10.9</b>	<b>.3</b>	<b>.7</b>
421	Wholesale trade, durable goods .....	1.3	2.9	1.4	2.5	D	D	D	D
4211	Motor vehicle & motor vehicle parts & supplies whsle .....	2.2	—	D	D	—	—	—	—
42111	Automobile & other motor vehicle whsle .....	D	D	D	D	—	—	—	—
421110	Automobile & other motor vehicle whsle .....	D	D	D	D	—	—	—	—
4211105	Heavy truck & tractor (over 26,000 lb) whsle .....	D	D	D	D	—	—	—	—
42112	Motor vehicle supplies & new parts whsle .....	9.2	—	D	D	—	—	—	—
421120	Motor vehicle supplies & new parts whsle .....	9.2	—	D	D	—	—	—	—
4212	Furniture & home furnishings whsle .....	—	—	D	D	—	—	—	—
4213	Lumber & other construction materials whsle .....	—	.7	—	—	—	—	—	—
42132	Brick, stone, & related construction materials whsle .....	D	D	—	—	—	—	—	—
421320	Brick, stone, & related construction materials whsle .....	D	D	—	—	—	—	—	—
4214	Professional & commercial equipment & supplies whsle .....	2.7	.1	2.7	.1	—	—	—	—
42143	Computer & computer peripheral equipment & software whsle .....	.2	—	.2	—	—	—	—	—
421430	Computer & computer peripheral equipment & software whsle .....	.2	—	.2	—	—	—	—	—
4214301	Computer & peripheral equipment whsle ..	D	D	D	D	—	—	—	—
4215	Metal & mineral (except petroleum) whsle .....	—	23.9	D	D	—	—	—	—
42151	Metal service centers & offices .....	—	23.9	D	D	—	—	—	—
421510	Metal service centers & offices .....	—	23.9	D	D	—	—	—	—
4215101	Ferrous metal service centers & sales offices .....	D	D	D	D	—	—	—	—

See footnotes at end of table.



**Table 6. Percent of Sales Data Based on Administrative Records and Estimation for Counties: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

NAICS code	Geographic area and kind of business	All types of operation percent of sales—		Merchant wholesalers percent of sales—		Manufacturers' sales branches and offices percent of sales—		Agents, brokers, and commission merchants percent of sales—	
		From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>
	<b>MERRIMACK COUNTY, NH—Con.</b>								
<b>42</b>	<b>Wholesale trade—Con.</b>								
421	Wholesale trade, durable goods—Con.								
4216	Electrical goods whsle . . . . .	.7	8.2	D	D	—	—	D	D
42161	Electrical apparatus & equip, wiring supp, & const material whsle . . . . .	1.1	12.2	—	—	—	—	—	—
421610	Electrical apparatus & equip, wiring supp, & const material whsle . . . . .	1.1	12.2	—	—	—	—	—	—
4218	Machinery, equipment, & supplies whsle . . . . .	.9	1.0	.9	.8	—	—	D	D
42181	Construction & mining (except petroleum) machinery & equip whsle . . . . .	—	—	—	—	—	—	—	—
421810	Construction & mining (except petroleum) machinery & equip whsle . . . . .	—	—	—	—	—	—	—	—
42183	Industrial machinery & equipment whsle . . . . .	2.0	3.9	3.2	6.6	—	—	D	D
421830	Industrial machinery & equipment whsle . . . . .	2.0	3.9	3.2	6.6	—	—	D	D
4218303	General-purpose industrial machinery & equipment whsle . . . . .	2.4	—	—	—	—	—	—	—
42185	Service establishment equipment & supplies whsle . . . . .	D	D	D	D	—	—	—	—
421850	Service establishment equipment & supplies whsle . . . . .	D	D	D	D	—	—	—	—
4218501	Beauty & barber shop equipment & supplies whsle . . . . .	D	D	D	D	—	—	—	—
4219	Miscellaneous durable goods whsle . . . . .	D	D	D	D	—	—	—	—
42193	Recyclable material whsle . . . . .	—	—	—	—	—	—	—	—
421930	Recyclable material whsle . . . . .	—	—	—	—	—	—	—	—
42199	Other miscellaneous durable goods whsle . . . . .	D	D	D	D	—	—	—	—
421990	Other miscellaneous durable goods whsle . . . . .	D	D	D	D	—	—	—	—
422	Wholesale trade, nondurable goods . . . . .	2.4	3.0	2.9	3.4	—	—	D	D
4221	Paper & paper product whsle . . . . .	6.4	31.5	6.4	31.5	—	—	—	—
4224	Grocery & related products whsle . . . . .	.1	.2	D	D	—	—	—	—
42244	Poultry & poultry product whsle . . . . .	D	D	D	D	—	—	—	—
422440	Poultry & poultry product whsle . . . . .	D	D	D	D	—	—	—	—
4224402	Poultry & poultry product (except live) whsle . . . . .	D	D	D	D	—	—	—	—
42249	Other grocery & related products whsle . . . . .	D	D	—	—	—	—	—	—
422490	Other grocery & related products whsle . . . . .	D	D	—	—	—	—	—	—
4224902	Bread & baked goods whsle . . . . .	D	D	—	—	—	—	—	—
4226	Chemical & allied products whsle . . . . .	D	D	D	D	—	—	—	—
42269	Other chemical & allied products whsle . . . . .	D	D	D	D	—	—	—	—
422690	Other chemical & allied products whsle . . . . .	D	D	D	D	—	—	—	—
4228	Beer, wine, & distilled alcoholic beverage whsle . . . . .	—	.8	D	D	—	—	D	D
42281	Beer & ale whsle . . . . .	D	D	D	D	—	—	—	—
422810	Beer & ale whsle . . . . .	D	D	D	D	—	—	—	—
42282	Wine & distilled alcoholic beverage whsle . . . . .	D	D	—	—	—	—	D	D
422820	Wine & distilled alcoholic beverage whsle . . . . .	D	D	—	—	—	—	D	D
4228201	Wine & distilled alcoholic bev (licensed operation) whsle . . . . .	D	D	—	—	—	—	D	D
4229	Miscellaneous nondurable goods whsle . . . . .	D	D	D	D	—	—	—	—
42292	Book, periodical, & newspaper whsle . . . . .	D	D	D	D	—	—	—	—
422920	Book, periodical, & newspaper whsle . . . . .	D	D	D	D	—	—	—	—
	<b>ROCKINGHAM COUNTY, NH</b>								
<b>42</b>	<b>Wholesale trade . . . . .</b>	<b>3.0</b>	<b>2.3</b>	<b>4.0</b>	<b>2.0</b>	<b>—</b>	<b>3.2</b>	<b>.6</b>	<b>2.8</b>
421	Wholesale trade, durable goods . . . . .	4.7	5.9	6.6	5.6	—	7.1	1.3	5.9
4211	Motor vehicle & motor vehicle parts & supplies whsle . . . . .	4.7	4.1	D	D	—	—	—	—
42111	Automobile & other motor vehicle whsle . . . . .	1.9	4.5	1.9	4.5	—	—	—	—
421110	Automobile & other motor vehicle whsle . . . . .	1.9	4.5	1.9	4.5	—	—	—	—
4211104	Medium truck & tractor (14,001 lb to 26,000 lb) whsle . . . . .	D	D	—	—	—	—	—	—
4211105	Heavy truck & tractor (over 26,000 lb) whsle . . . . .	D	D	D	D	—	—	—	—
42112	Motor vehicle supplies & new parts whsle . . . . .	7.6	6.9	—	—	—	—	—	—
421120	Motor vehicle supplies & new parts whsle . . . . .	7.6	6.9	—	—	—	—	—	—
4211202	Motor vehicle supplies & new parts—jobbers . . . . .	D	D	—	—	—	—	—	—
42114	Motor vehicle parts, (used) whsle . . . . .	D	D	D	D	—	—	—	—
421140	Motor vehicle parts, (used) whsle . . . . .	D	D	D	D	—	—	—	—
4212	Furniture & home furnishings whsle . . . . .	3.6	.6	4.5	.8	—	—	—	—
42121	Furniture whsle . . . . .	6.8	1.4	D	D	—	—	—	—
421210	Furniture whsle . . . . .	6.8	1.4	D	D	—	—	—	—
42122	Home furnishings whsle . . . . .	1.2	—	D	D	—	—	—	—
421220	Home furnishings whsle . . . . .	1.2	—	D	D	—	—	—	—
4212204	Other home furnishings whsle . . . . .	D	D	D	D	—	—	—	—

See footnotes at end of table.

**Table 6. Percent of Sales Data Based on Administrative Records and Estimation for Counties: 1997—Con.**

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NAICS code	Geographic area and kind of business	All types of operation percent of sales—		Merchant wholesalers percent of sales—		Manufacturers' sales branches and offices percent of sales—		Agents, brokers, and commission merchants percent of sales—	
		From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>
	<b>ROCKINGHAM COUNTY, NH—Con.</b>								
<b>42</b>	<b>Wholesale trade—Con.</b>								
421	Wholesale trade, durable goods—Con.								
4213	Lumber & other construction materials whse . . . .	D	D	D	D	—	—	—	—
42131	Lumber, plywood, millwork, & wood panel whse . . . . .	1.1	.1	1.1	.1	—	—	—	—
421310	Lumber, plywood, millwork, & wood panel whse . . . . .	1.1	.1	1.1	.1	—	—	—	—
4213102	Lumber with yard whse . . . . .	D	D	D	D	—	—	—	—
4214	Professional & commercial equipment & supplies whse . . . . .	2.7	9.8	3.3	8.5	—	—	D	D
42141	Photographic equipment & supplies whse . . . . .	D	D	—	—	—	—	—	—
421410	Photographic equipment & supplies whse . . . . .	D	D	—	—	—	—	—	—
42142	Office equipment whse . . . . .	4.4	7.3	D	D	—	—	—	—
421420	Office equipment whse . . . . .	4.4	7.3	D	D	—	—	—	—
42143	Computer & computer peripheral equipment & software whse . . . . .	2.4	11.6	D	D	—	—	—	—
421430	Computer & computer peripheral equipment & software whse . . . . .	2.4	11.6	D	D	—	—	—	—
4214301	Computer & peripheral equipment whse . . . . .	2.2	11.8	D	D	—	—	—	—
42143011	Computers & peripheral equipment for resale . . . . .	D	D	D	D	—	—	—	—
42143012	Computers & peripheral equipment for end use . . . . .	D	D	D	D	—	—	—	—
4214302	Computer software (packaged) whse . . . . .	3.9	10.8	3.9	10.8	—	—	—	—
42145	Medical, dental, & hospital equipment & supplies whse . . . . .	7.3	7.6	—	—	—	—	—	—
421450	Medical, dental, & hospital equipment & supplies whse . . . . .	7.3	7.6	—	—	—	—	—	—
4214501	Surgical, medical, & hospital supplies whse . . . . .	7.3	7.6	—	—	—	—	—	—
42149	Other professional equipment & supplies whse . . . . .	D	D	D	D	—	—	—	—
421490	Other professional equipment & supplies whse . . . . .	D	D	D	D	—	—	—	—
4214902	Other professional equipment & supplies whse . . . . .	D	D	D	D	—	—	—	—
4215	Metal & mineral (except petroleum) whse . . . . .	5.4	17.6	D	D	—	—	—	—
42151	Metal service centers & offices . . . . .	5.4	17.6	D	D	—	—	—	—
421510	Metal service centers & offices . . . . .	5.4	17.6	D	D	—	—	—	—
4215101	Ferrous metal service centers & sales offices . . . . .	D	D	D	D	—	—	—	—
42151011	Ferrous metal service centers . . . . .	—	25.1	—	—	—	—	—	—
4216	Electrical goods whse . . . . .	4.3	5.4	9.4	6.3	D	D	D	D
42161	Electrical apparatus & equip, wiring supp, & const material whse . . . . .	1.7	1.8	20.8	15.1	D	D	—	—
421610	Electrical apparatus & equip, wiring supp, & const material whse . . . . .	1.7	1.8	20.8	15.1	D	D	—	—
42169	Other electronic parts & equipment whse . . . . .	D	D	8.1	5.4	—	—	2.7	10.6
421690	Other electronic parts & equipment whse . . . . .	D	D	8.1	5.4	—	—	2.7	10.6
4216901	Communications equipment & supplies whse . . . . .	5.4	3.2	8.4	—	—	—	—	—
4216902	Electronic parts (excluding communications equipment) whse . . . . .	D	D	8.0	6.3	—	—	D	D
4217	Hardware, & plumbing & heating equipment & supplies whse . . . . .	1.3	7.6	3.1	19.7	D	D	D	D
42171	Hardware whse . . . . .	D	D	D	D	—	—	—	—
421710	Hardware whse . . . . .	D	D	D	D	—	—	—	—
42172	Plumbing & heating equipment & supplies (hydronics) whse . . . . .	1.4	.5	—	—	—	—	—	—
421720	Plumbing & heating equipment & supplies (hydronics) whse . . . . .	1.4	.5	—	—	—	—	—	—
42174	Refrigeration equipment & supplies whse . . . . .	D	D	—	—	—	—	—	—
421740	Refrigeration equipment & supplies whse . . . . .	D	D	—	—	—	—	—	—
4218	Machinery, equipment, & supplies whse . . . . .	6.6	5.1	7.8	6.1	—	—	D	D
42181	Construction & mining (except petroleum) machinery & equip whse . . . . .	D	D	—	—	—	—	—	—
421810	Construction & mining (except petroleum) machinery & equip whse . . . . .	D	D	—	—	—	—	—	—
42183	Industrial machinery & equipment whse . . . . .	4.5	4.7	5.5	5.5	—	—	D	D
421830	Industrial machinery & equipment whse . . . . .	4.5	4.7	5.5	5.5	—	—	D	D
4218302	Hydraulic & pneumatic (fluid-power) machinery & equipment whse . . . . .	D	D	—	—	—	—	—	—
4218303	General-purpose industrial machinery & equipment whse . . . . .	3.8	9.6	6.3	16.1	—	—	—	—
4218304	Metalworking machinery & equipment whse . . . . .	1.1	.1	1.1	.1	—	—	—	—
4218307	Other industrial machinery & equipment whse . . . . .	4.5	2.7	5.9	2.6	—	—	—	—
42184	Industrial supplies whse . . . . .	.2	—	D	D	—	—	—	—
421840	Industrial supplies whse . . . . .	.2	—	D	D	—	—	—	—
4218402	Mechanical power transmission supplies whse . . . . .	D	D	D	D	—	—	—	—

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NAICS code	Geographic area and kind of business	All types of operation percent of sales—		Merchant wholesalers percent of sales—		Manufacturers' sales branches and offices percent of sales—		Agents, brokers, and commission merchants percent of sales—	
		From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>
	<b>ROCKINGHAM COUNTY, NH—Con.</b>								
<b>42</b>	<b>Wholesale trade—Con.</b>								
421	Wholesale trade, durable goods—Con.								
4218	Machinery, equipment, & supplies whsle—Con.								
42185	Service establishment equipment & supplies whsle .....	8.7	—	D	D	—	—	—	—
421850	Service establishment equipment & supplies whsle .....	8.7	—	D	D	—	—	—	—
4218502	Custodial, janitors' equipment & supplies whsle .....	D	D	—	—	—	—	—	—
4219	Miscellaneous durable goods whsle .....	D	D	D	D	—	—	D	D
42191	Sporting & recreational goods & supplies whsle .....	.8	3.6	D	D	—	—	—	—
421910	Sporting & recreational goods & supplies whsle .....	.8	3.6	D	D	—	—	—	—
42193	Recyclable material whsle .....	D	D	D	D	—	—	—	—
421930	Recyclable material whsle .....	D	D	D	D	—	—	—	—
4219303	Other recyclable material whsle .....	D	D	D	D	—	—	—	—
42199	Other miscellaneous durable goods whsle .....	D	D	D	D	—	—	—	—
421990	Other miscellaneous durable goods whsle .....	D	D	D	D	—	—	—	—
422	Wholesale trade, nondurable goods .....	2.0	.2	2.6	.2	—	.4	—	—
4221	Paper & paper product whsle .....	2.1	.7	4.9	—	—	—	D	D
42212	Stationery & office supplies whsle .....	2.0	1.5	D	D	—	—	D	D
422120	Stationery & office supplies whsle .....	2.0	1.5	D	D	—	—	D	D
42213	Industrial & personal service paper whsle .....	D	D	D	D	—	—	—	—
422130	Industrial & personal service paper whsle .....	D	D	D	D	—	—	—	—
4222	Drugs, & druggists' sundries whsle .....	D	D	—	—	—	—	—	—
42221	Drugs, & druggists' sundries whsle .....	D	D	—	—	—	—	—	—
422210	Drugs, & druggists' sundries whsle .....	D	D	—	—	—	—	—	—
4222102	Specialty-line drug, pharmaceutical, cosmetic, & toiletries whsle .....	D	D	—	—	—	—	—	—
4223	Apparel, piece goods, & notions whsle .....	D	D	D	D	—	—	—	—
42231	Piece goods, notions, & other dry goods whsle .....	D	D	—	—	—	—	—	—
422310	Piece goods, notions, & other dry goods whsle .....	D	D	—	—	—	—	—	—
42234	Footwear whsle .....	D	D	D	D	—	—	—	—
422340	Footwear whsle .....	D	D	D	D	—	—	—	—
4224	Grocery & related products whsle .....	2.2	.4	4.0	.8	D	D	D	D
42241	General-line grocery whsle .....	D	D	D	D	—	—	—	—
422410	General-line grocery whsle .....	D	D	D	D	—	—	—	—
4224103	Other general-line grocery whsle .....	D	D	D	D	—	—	—	—
42242	Packaged frozen food whsle .....	D	D	D	D	—	—	—	—
422420	Packaged frozen food whsle .....	D	D	D	D	—	—	—	—
42244	Poultry & poultry product whsle .....	D	D	—	—	—	—	D	D
422440	Poultry & poultry product whsle .....	D	D	—	—	—	—	D	D
4224401	Live poultry whsle .....	D	D	—	—	—	—	D	D
42245	Confectionery whsle .....	D	D	D	D	—	—	—	—
422450	Confectionery whsle .....	D	D	D	D	—	—	—	—
42246	Fish & seafood whsle .....	5.0	—	5.0	—	—	—	—	—
422460	Fish & seafood whsle .....	5.0	—	5.0	—	—	—	—	—
42249	Other grocery & related products whsle .....	3.3	1.1	D	D	D	D	—	—
422490	Other grocery & related products whsle .....	3.3	1.1	D	D	D	D	—	—
4224902	Bread & baked goods whsle .....	D	D	D	D	—	—	—	—
4224903	Soft drinks whsle .....	D	D	—	—	—	—	—	—
4224905	Food & beverage basic materials whsle .....	D	D	D	D	D	D	—	—
4226	Chemical & allied products whsle .....	4.8	.1	D	D	D	D	—	—
42261	Plastics materials & basic forms & shapes whsle .....	.8	.2	D	D	—	—	—	—
422610	Plastics materials & basic forms & shapes whsle .....	.8	.2	D	D	—	—	—	—
42269	Other chemical & allied products whsle .....	7.1	—	D	D	D	D	—	—
422690	Other chemical & allied products whsle .....	7.1	—	D	D	D	D	—	—
4226901	Industrial gases (except LP) whsle .....	D	D	—	—	—	—	—	—
4226902	Other chemical & allied products whsle .....	D	D	D	D	—	—	—	—
4227	Petroleum & petroleum products whsle .....	D	D	D	D	—	—	—	—
42271	Petroleum bulk stations & terminals .....	D	D	D	D	—	—	—	—
422710	Petroleum bulk stations & terminals .....	D	D	D	D	—	—	—	—
4227101	Petroleum bulk stations & terminals (except LP) .....	D	D	D	D	—	—	—	—
42272	Petroleum & petroleum prod whsle (exc bulk stations & terminals) .....	D	D	D	D	—	—	—	—
422720	Petroleum & petroleum prod whsle (exc bulk stations & terminals) .....	D	D	D	D	—	—	—	—
4228	Beer, wine, & distilled alcoholic beverage whsle ..	D	D	—	—	—	—	—	—
42281	Beer & ale whsle .....	D	D	—	—	—	—	—	—
422810	Beer & ale whsle .....	D	D	—	—	—	—	—	—

See footnotes at end of table.

Table 6. **Percent of Sales Data Based on Administrative Records and Estimation for Counties: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

NAICS code	Geographic area and kind of business	All types of operation percent of sales—		Merchant wholesalers percent of sales—		Manufacturers' sales branches and offices percent of sales—		Agents, brokers, and commission merchants percent of sales—	
		From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>
	<b>ROCKINGHAM COUNTY, NH—Con.</b>								
<b>42</b>	<b>Wholesale trade—Con.</b>								
422	Wholesale trade, nondurable goods—Con.								
4229	Miscellaneous nondurable goods whsle . . . . .	D	D	D	D	—	—	D	D
42291	Farm supplies whsle . . . . .	D	D	D	D	—	—	—	—
422910	Farm supplies whsle . . . . .	D	D	D	D	—	—	—	—
42299	Other miscellaneous nondurable goods whsle . . . . .	D	D	D	D	—	—	D	D
422990	Other miscellaneous nondurable goods whsle . . . . .	D	D	D	D	—	—	D	D
4229904	Other nondurable goods whsle . . . . .	D	D	D	D	—	—	—	—
	<b>STRAFFORD COUNTY, NH</b>								
<b>42</b>	<b>Wholesale trade . . . . .</b>	<b>5.9</b>	<b>2.0</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods . . . . .	7.1	3.9	D	D	D	D	—	—
4214	Professional & commercial equipment & supplies whsle . . . . .	—	28.7	—	28.7	—	—	—	—
4216	Electrical goods whsle . . . . .	1.8	6.2	D	D	—	—	—	—
42169	Other electronic parts & equipment whsle . . . . .	D	D	—	—	—	—	—	—
421690	Other electronic parts & equipment whsle . . . . .	D	D	—	—	—	—	—	—
4216901	Communications equipment & supplies whsle . . . . .	D	D	—	—	—	—	—	—
4217	Hardware, & plumbing & heating equipment & supplies whsle . . . . .	D	D	—	—	—	—	—	—
42171	Hardware whsle . . . . .	D	D	—	—	—	—	—	—
421710	Hardware whsle . . . . .	D	D	—	—	—	—	—	—
4218	Machinery, equipment, & supplies whsle . . . . .	D	D	D	D	—	—	—	—
42183	Industrial machinery & equipment whsle . . . . .	D	D	D	D	—	—	—	—
421830	Industrial machinery & equipment whsle . . . . .	D	D	D	D	—	—	—	—
42185	Service establishment equipment & supplies whsle . . . . .	D	D	D	D	—	—	—	—
421850	Service establishment equipment & supplies whsle . . . . .	D	D	D	D	—	—	—	—
4218503	Laundry & dry-cleaning equipment & supplies whsle . . . . .	D	D	D	D	—	—	—	—
4219	Miscellaneous durable goods whsle . . . . .	D	D	D	D	—	—	—	—
422	Wholesale trade, nondurable goods . . . . .	4.8	.3	D	D	—	—	D	D
4223	Apparel, piece goods, & notions whsle . . . . .	D	D	D	D	—	—	—	—
4224	Grocery & related products whsle . . . . .	5.1	—	D	D	—	—	D	D
42244	Poultry & poultry product whsle . . . . .	D	D	—	—	—	—	—	—
422440	Poultry & poultry product whsle . . . . .	D	D	—	—	—	—	—	—
4224402	Poultry & poultry product (except live) whsle . . . . .	D	D	—	—	—	—	—	—
42249	Other grocery & related products whsle . . . . .	D	D	—	—	—	—	—	—
422490	Other grocery & related products whsle . . . . .	D	D	—	—	—	—	—	—
4224902	Bread & baked goods whsle . . . . .	D	D	—	—	—	—	—	—
4229	Miscellaneous nondurable goods whsle . . . . .	D	D	D	D	—	—	D	D
42299	Other miscellaneous nondurable goods whsle . . . . .	D	D	—	—	—	—	D	D
422990	Other miscellaneous nondurable goods whsle . . . . .	D	D	—	—	—	—	D	D
4229904	Other nondurable goods whsle . . . . .	D	D	—	—	—	—	—	—
	<b>SULLIVAN COUNTY, NH</b>								
<b>42</b>	<b>Wholesale trade . . . . .</b>	<b>8.5</b>	<b>5.8</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods . . . . .	8.8	2.5	D	D	—	—	—	—
4213	Lumber & other construction materials whsle . . . . .	D	D	D	D	—	—	—	—
42131	Lumber, plywood, millwork, & wood panel whsle . . . . .	D	D	D	D	—	—	—	—
421310	Lumber, plywood, millwork, & wood panel whsle . . . . .	D	D	D	D	—	—	—	—
4213103	Plywood, veneer, millwork, & wood panel whsle . . . . .	D	D	D	D	—	—	—	—
4218	Machinery, equipment, & supplies whsle . . . . .	19.6	—	19.6	—	—	—	—	—
4219	Miscellaneous durable goods whsle . . . . .	D	D	—	—	—	—	—	—
422	Wholesale trade, nondurable goods . . . . .	7.3	20.5	D	D	—	—	—	—
4224	Grocery & related products whsle . . . . .	D	D	—	—	—	—	—	—
42249	Other grocery & related products whsle . . . . .	D	D	—	—	—	—	—	—
422490	Other grocery & related products whsle . . . . .	D	D	—	—	—	—	—	—

<sup>1</sup>Includes sales information obtained from administrative records of other Federal agencies.

<sup>2</sup>Includes sales information which was imputed based on historic company ratios or administrative records, or on industry averages.

**Table 7. Summary Statistics for Places: 1997**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

NAICS code	Geographic area, type of operation, and kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1996 inventories <sup>f</sup> (\$1,000)	End-of-1997 inventories <sup>f</sup> (\$1,000)
<b>BEDFORD TOWN, NH</b>									
<b>42</b>	<b>Wholesale trade .....</b>	<b>63</b>	<b>794 025</b>	<b>42 961</b>	<b>12 210</b>	<b>851</b>	<b>76 878</b>	<b>40 922</b>	<b>43 874</b>
421	Wholesale trade, durable goods .....	45	D	D	D	f	D	D	D
4213	Lumber & other construction materials whsle .....	1	D	D	D	b	D	D	D
42131	Lumber, plywood, millwork, & wood panel whsle .....	1	D	D	D	b	D	D	D
4214	Professional & commercial equipment & supplies whsle .....	15	142 255	19 875	5 810	406	35 339	7 626	6 651
42142	Office equipment whsle .....	2	D	D	D	b	D	D	D
42143	Computer & computer peripheral equipment & software whsle .....	8	112 958	14 316	4 476	266	25 962	6 185	4 999
4216	Electrical goods whsle .....	15	D	D	D	c	D	D	D
42161	Electrical apparatus & equip, wiring supp, & const material whsle .....	4	D	D	D	b	D	D	D
42169	Other electronic parts & equipment whsle .....	10	D	D	D	b	D	D	D
4218	Machinery, equipment, & supplies whsle .....	8	D	D	D	b	D	D	D
42183	Industrial machinery & equipment whsle .....	6	D	D	D	b	D	D	D
4219	Miscellaneous durable goods whsle ...	4	D	D	D	a	D	D	D
422	Wholesale trade, nondurable goods .....	18	D	D	D	c	D	D	D
4224	Grocery & related products whsle .....	4	D	D	D	b	D	D	D
42249	Other grocery & related products whsle .....	3	D	D	D	b	D	D	D
	<b>Merchant wholesalers .....</b>	<b>37</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>e</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods .....	24	D	D	D	e	D	D	D
4213	Lumber & other construction materials whsle .....	1	D	D	D	b	D	D	D
42131	Lumber, plywood, millwork, & wood panel whsle .....	1	D	D	D	b	D	D	D
4214	Professional & commercial equipment & supplies whsle .....	9	D	D	D	c	D	D	D
42143	Computer & computer peripheral equipment & software whsle .....	5	D	D	D	c	D	D	D
422	Wholesale trade, nondurable goods .....	13	D	D	D	c	D	D	D
	<b>Manufacturers' sales branches and sales offices ..</b>	<b>17</b>	<b>597 809</b>	<b>23 394</b>	<b>8 447</b>	<b>349</b>	<b>42 418</b>	<b>22 509</b>	<b>23 408</b>
421	Wholesale trade, durable goods .....	14	D	D	D	e	D	D	D
4214	Professional & commercial equipment & supplies whsle .....	4	D	D	D	c	D	D	D
4218	Machinery, equipment, & supplies whsle .....	2	D	D	D	a	D	D	D
42183	Industrial machinery & equipment whsle .....	2	D	D	D	a	D	D	D
422	Wholesale trade, nondurable goods .....	3	D	D	D	b	D	D	D
4224	Grocery & related products whsle .....	2	D	D	D	b	D	D	D
42249	Other grocery & related products whsle .....	2	D	D	D	b	D	D	D
	<b>Agents, brokers, and commission merchants .....</b>	<b>9</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>b</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods .....	7	D	D	D	b	D	D	D
<b>BERLIN, NH</b>									
<b>42</b>	<b>Wholesale trade .....</b>	<b>17</b>	<b>48 458</b>	<b>3 664</b>	<b>948</b>	<b>179</b>	<b>7 511</b>	<b>3 682</b>	<b>3 779</b>
421	Wholesale trade, durable goods .....	12	D	D	D	b	D	D	D
422	Wholesale trade, nondurable goods .....	5	D	D	D	c	D	D	D
4227	Petroleum & petroleum products whsle .....	2	D	D	D	b	D	D	D
42271	Petroleum bulk stations & terminals ..	1	D	D	D	b	D	D	D
	<b>Merchant wholesalers .....</b>	<b>15</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>c</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods .....	11	D	D	D	b	D	D	D
422	Wholesale trade, nondurable goods .....	4	D	D	D	c	D	D	D
4227	Petroleum & petroleum products whsle .....	2	D	D	D	b	D	D	D
42271	Petroleum bulk stations & terminals ..	1	D	D	D	b	D	D	D
	<b>Manufacturers' sales branches and sales offices ..</b>	<b>1</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>a</b>	<b>D</b>	<b>D</b>	<b>D</b>
	<b>Agents, brokers, and commission merchants .....</b>	<b>1</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>a</b>	<b>D</b>	<b>D</b>	<b>D</b>

**Table 7. Summary Statistics for Places: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

NAICS code	Geographic area, type of operation, and kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1996 inventories <sup>f</sup> (\$1,000)	End-of-1997 inventories <sup>f</sup> (\$1,000)
<b>CLAREMONT, NH</b>									
<b>42</b>	<b>Wholesale trade .....</b>	<b>21</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>c</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods .....	16	D	D	D	c	D	D	D
4218	Machinery, equipment, & supplies whsle .....	4	D	D	D	b	D	D	D
	<b>Merchant wholesalers .....</b>	<b>20</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>c</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods .....	16	D	D	D	c	D	D	D
4218	Machinery, equipment, & supplies whsle .....	4	D	D	D	b	D	D	D
	<b>Manufacturers' sales branches and sales offices ..</b>	<b>1</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>b</b>	<b>D</b>	<b>D</b>	<b>D</b>
<b>CONCORD, NH</b>									
<b>42</b>	<b>Wholesale trade .....</b>	<b>63</b>	<b>268 670</b>	<b>28 815</b>	<b>6 673</b>	<b>848</b>	<b>73 378</b>	<b>28 519</b>	<b>31 192</b>
421	Wholesale trade, durable goods .....	45	D	D	D	f	D	D	D
4211	Motor vehicle & motor vehicle parts & supplies whsle .....	9	D	D	D	c	D	D	D
42111	Automobile & other motor vehicle whsle .....	3	D	D	D	c	D	D	D
42112	Motor vehicle supplies & new parts whsle .....	4	D	D	D	b	D	D	D
4214	Professional & commercial equipment & supplies whsle .....	9	D	D	D	b	D	D	D
4218	Machinery, equipment, & supplies whsle .....	12	D	D	D	c	D	D	D
42181	Construction & mining (except petroleum) machinery & equip whsle .....	4	D	D	D	b	D	D	D
42183	Industrial machinery & equipment whsle .....	6	31 508	2 839	725	62	5 563	3 844	3 148
4219	Miscellaneous durable goods whsle ...	3	D	D	D	b	D	D	D
422	Wholesale trade, nondurable goods .....	18	D	D	D	e	D	D	D
4221	Paper & paper product whsle .....	3	D	D	D	b	D	D	D
4224	Grocery & related products whsle .....	4	D	D	D	b	D	D	D
4228	Beer, wine, & distilled alcoholic beverage whsle .....	3	D	D	D	c	D	D	D
42281	Beer & ale whsle .....	2	D	D	D	c	D	D	D
	<b>Merchant wholesalers .....</b>	<b>57</b>	<b>243 586</b>	<b>26 536</b>	<b>6 087</b>	<b>803</b>	<b>69 070</b>	<b>26 681</b>	<b>29 298</b>
421	Wholesale trade, durable goods .....	41	D	D	D	e	D	D	D
4211	Motor vehicle & motor vehicle parts & supplies whsle .....	9	D	D	D	c	D	D	D
42111	Automobile & other motor vehicle whsle .....	3	D	D	D	c	D	D	D
42112	Motor vehicle supplies & new parts whsle .....	4	D	D	D	b	D	D	D
4214	Professional & commercial equipment & supplies whsle .....	9	D	D	D	b	D	D	D
4218	Machinery, equipment, & supplies whsle .....	9	D	D	D	b	D	D	D
42181	Construction & mining (except petroleum) machinery & equip whsle .....	4	D	D	D	b	D	D	D
42183	Industrial machinery & equipment whsle .....	3	D	D	D	b	D	D	D
4219	Miscellaneous durable goods whsle ...	3	D	D	D	b	D	D	D
422	Wholesale trade, nondurable goods .....	16	D	D	D	e	D	D	D
4221	Paper & paper product whsle .....	3	D	D	D	b	D	D	D
4224	Grocery & related products whsle .....	4	D	D	D	b	D	D	D
4228	Beer, wine, & distilled alcoholic beverage whsle .....	3	D	D	D	c	D	D	D
42281	Beer & ale whsle .....	2	D	D	D	c	D	D	D
	<b>Manufacturers' sales branches and sales offices ..</b>	<b>2</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>b</b>	<b>D</b>	<b>D</b>	<b>D</b>
	<b>Agents, brokers, and commission merchants .....</b>	<b>4</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>a</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods .....	3	D	D	D	a	D	D	D
4218	Machinery, equipment, & supplies whsle .....	2	D	D	D	a	D	D	D
42183	Industrial machinery & equipment whsle .....	2	D	D	D	a	D	D	D

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NAICS code	Geographic area, type of operation, and kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1996 inventories* (\$1,000)	End-of-1997 inventories* (\$1,000)
<b>DERRY TOWN, NH</b>									
<b>42</b>	<b>Wholesale trade .....</b>	<b>32</b>	<b>152 707</b>	<b>7 005</b>	<b>1 755</b>	<b>168</b>	<b>31 428</b>	<b>7 792</b>	<b>6 244</b>
421	Wholesale trade, durable goods .....	25	D	D	D	c	D	D	D
4214	Professional & commercial equipment & supplies whsle .....	2	D	D	D	a	D	D	D
4218	Machinery, equipment, & supplies whsle .....	9	D	D	D	b	D	D	D
42185	Service establishment equipment & supplies whsle .....	1	D	D	D	a	D	D	D
4219	Miscellaneous durable goods whsle ...	2	D	D	D	a	D	D	D
422	Wholesale trade, nondurable goods .....	7	D	D	D	b	D	D	D
4224	Grocery & related products whsle .....	5	D	D	D	b	D	D	D
42249	Other grocery & related products whsle .....	2	D	D	D	b	D	D	D
	<b>Merchant wholesalers .....</b>	<b>22</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>c</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods .....	18	D	D	D	b	D	D	D
4218	Machinery, equipment, & supplies whsle .....	7	D	D	D	b	D	D	D
4219	Miscellaneous durable goods whsle ...	2	D	D	D	a	D	D	D
422	Wholesale trade, nondurable goods .....	4	D	D	D	b	D	D	D
4224	Grocery & related products whsle .....	4	D	D	D	b	D	D	D
42249	Other grocery & related products whsle .....	1	D	D	D	b	D	D	D
	<b>Manufacturers' sales branches and sales offices ..</b>	<b>2</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>a</b>	<b>D</b>	<b>D</b>	<b>D</b>
	<b>Agents, brokers, and commission merchants .....</b>	<b>8</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>b</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods .....	6	18 611	893	230	17	1 574	-	60
<b>DOVER, NH</b>									
<b>42</b>	<b>Wholesale trade .....</b>	<b>44</b>	<b>114 920</b>	<b>9 239</b>	<b>2 301</b>	<b>329</b>	<b>16 392</b>	<b>5 593</b>	<b>5 810</b>
421	Wholesale trade, durable goods .....	28	38 589	4 688	1 051	184	8 667	4 280	4 501
4216	Electrical goods whsle .....	7	D	D	D	b	D	D	D
4218	Machinery, equipment, & supplies whsle .....	6	9 706	1 489	288	41	2 741	828	1 000
422	Wholesale trade, nondurable goods .....	16	76 331	4 551	1 250	145	7 725	1 313	1 309
4224	Grocery & related products whsle .....	6	D	D	D	b	D	D	D
42244	Poultry & poultry product whsle .....	1	D	D	D	a	D	D	D
4229	Miscellaneous nondurable goods whsle .....	7	D	D	D	b	D	D	D
42299	Other miscellaneous nondurable goods whsle .....	4	D	D	D	b	D	D	D
	<b>Merchant wholesalers .....</b>	<b>37</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>e</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods .....	25	D	D	D	c	D	D	D
4216	Electrical goods whsle .....	6	D	D	D	b	D	D	D
4218	Machinery, equipment, & supplies whsle .....	6	9 706	1 489	288	41	2 741	828	1 000
422	Wholesale trade, nondurable goods .....	12	D	D	D	c	D	D	D
4229	Miscellaneous nondurable goods whsle .....	5	D	D	D	b	D	D	D
	<b>Manufacturers' sales branches and sales offices ..</b>	<b>1</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>a</b>	<b>D</b>	<b>D</b>	<b>D</b>
	<b>Agents, brokers, and commission merchants .....</b>	<b>6</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>b</b>	<b>D</b>	<b>D</b>	<b>D</b>
422	Wholesale trade, nondurable goods .....	3	D	D	D	a	D	D	D
4224	Grocery & related products whsle .....	1	D	D	D	a	D	D	D

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<b>DURHAM TOWN, NH</b>									
<b>42</b>	<b>Wholesale trade .....</b>	<b>7</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>b</b>	<b>D</b>	<b>D</b>	<b>D</b>
422	Wholesale trade, nondurable goods .....	3	D	D	D	a	D	D	D
4229	Miscellaneous nondurable goods								
42299	whsle .....	2	D	D	D	a	D	D	D
	Other miscellaneous nondurable goods whsle .....	2	D	D	D	a	D	D	D
	<b>Merchant wholesalers .....</b>	<b>5</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>a</b>	<b>D</b>	<b>D</b>	<b>D</b>
	<b>Agents, brokers, and commission merchants .....</b>	<b>2</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>a</b>	<b>D</b>	<b>D</b>	<b>D</b>
422	Wholesale trade, nondurable goods .....	2	D	D	D	a	D	D	D
4229	Miscellaneous nondurable goods								
42299	whsle .....	2	D	D	D	a	D	D	D
	Other miscellaneous nondurable goods whsle .....	2	D	D	D	a	D	D	D
<b>EXETER TOWN, NH</b>									
<b>42</b>	<b>Wholesale trade .....</b>	<b>16</b>	<b>107 565</b>	<b>6 859</b>	<b>2 097</b>	<b>256</b>	<b>12 729</b>	<b>23 823</b>	<b>22 441</b>
421	Wholesale trade, durable goods .....	11	D	D	D	c	D	D	D
4218	Machinery, equipment, & supplies								
42183	whsle .....	2	D	D	D	a	D	D	D
	Industrial machinery & equipment whsle .....	1	D	D	D	a	D	D	D
4219	Miscellaneous durable goods whsle ...	3	D	D	D	c	D	D	D
42191	Sporting & recreational goods & supplies whsle .....	1	D	D	D	b	D	D	D
422	Wholesale trade, nondurable goods .....	5	D	D	D	c	D	D	D
4226	Chemical & allied products whsle .....	1	D	D	D	a	D	D	D
42269	Other chemical & allied products whsle .....	1	D	D	D	a	D	D	D
4229	Miscellaneous nondurable goods								
42299	whsle .....	2	D	D	D	b	D	D	D
	Other miscellaneous nondurable goods whsle .....	2	D	D	D	b	D	D	D
	<b>Merchant wholesalers .....</b>	<b>15</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>e</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods .....	10	D	D	D	c	D	D	D
4219	Miscellaneous durable goods whsle ...	3	D	D	D	c	D	D	D
42191	Sporting & recreational goods & supplies whsle .....	1	D	D	D	b	D	D	D
422	Wholesale trade, nondurable goods .....	5	D	D	D	c	D	D	D
4226	Chemical & allied products whsle .....	1	D	D	D	a	D	D	D
42269	Other chemical & allied products whsle .....	1	D	D	D	a	D	D	D
4229	Miscellaneous nondurable goods								
42299	whsle .....	2	D	D	D	b	D	D	D
	Other miscellaneous nondurable goods whsle .....	2	D	D	D	b	D	D	D
	<b>Agents, brokers, and commission merchants .....</b>	<b>1</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>a</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods .....	1	D	D	D	a	D	D	D
4218	Machinery, equipment, & supplies								
42183	whsle .....	1	D	D	D	a	D	D	D
	Industrial machinery & equipment whsle .....	1	D	D	D	a	D	D	D
<b>FRANKLIN, NH</b>									
<b>42</b>	<b>Wholesale trade .....</b>	<b>5</b>	<b>5 079</b>	<b>680</b>	<b>173</b>	<b>19</b>	<b>1 215</b>	<b>957</b>	<b>835</b>
421	Wholesale trade, durable goods .....	4	D	D	D	a	D	D	D
	<b>Merchant wholesalers .....</b>	<b>5</b>	<b>5 079</b>	<b>680</b>	<b>173</b>	<b>19</b>	<b>1 215</b>	<b>957</b>	<b>835</b>
421	Wholesale trade, durable goods .....	4	D	D	D	a	D	D	D



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<b>GOFFSTOWN TOWN, NH</b>									
<b>42</b>	<b>Wholesale trade .....</b>	<b>17</b>	<b>23 686</b>	<b>4 555</b>	<b>1 165</b>	<b>119</b>	<b>7 278</b>	<b>1 019</b>	<b>1 539</b>
421	Wholesale trade, durable goods .....	10	D	D	D	b	D	D	D
4218	Machinery, equipment, & supplies whsle .....	3	D	D	D	b	D	D	D
422	Wholesale trade, nondurable goods .....	7	D	D	D	b	D	D	D
<b>Merchant wholesalers .....</b>									
<b>16 D D D b D D D D</b>									
421	Wholesale trade, durable goods .....	9	D	D	D	b	D	D	D
422	Wholesale trade, nondurable goods .....	7	D	D	D	b	D	D	D
<b>Manufacturers' sales branches and sales offices ..</b>									
<b>1 D D b D D D D</b>									
<b>HAMPTON TOWN, NH</b>									
<b>42</b>	<b>Wholesale trade .....</b>	<b>36</b>	<b>103 371</b>	<b>7 180</b>	<b>1 258</b>	<b>153</b>	<b>14 282</b>	<b>5 263</b>	<b>5 474</b>
421	Wholesale trade, durable goods .....	19	61 650	3 501	769	77	6 700	3 651	4 031
4212	Furniture & home furnishings whsle ...	2	D	D	D	a	D	D	D
42122	Home furnishings whsle .....	2	D	D	D	a	D	D	D
4213	Lumber & other construction materials whsle .....	1	D	D	D	a	D	D	D
4216	Electrical goods whsle .....	5	D	D	D	b	D	D	D
4218	Machinery, equipment, & supplies whsle .....	4	D	D	D	a	D	D	D
422	Wholesale trade, nondurable goods .....	17	41 721	3 679	489	76	7 582	1 612	1 443
4224	Grocery & related products whsle .....	4	D	D	D	a	D	D	D
4226	Chemical & allied products whsle .....	2	D	D	D	a	D	D	D
<b>Merchant wholesalers .....</b>									
<b>23 74 284 5 931 943 124 11 786 5 263 5 474</b>									
421	Wholesale trade, durable goods .....	11	D	D	D	b	D	D	D
4212	Furniture & home furnishings whsle ...	2	D	D	D	a	D	D	D
42122	Home furnishings whsle .....	2	D	D	D	a	D	D	D
4213	Lumber & other construction materials whsle .....	1	D	D	D	a	D	D	D
422	Wholesale trade, nondurable goods .....	12	D	D	D	b	D	D	D
4224	Grocery & related products whsle .....	2	D	D	D	a	D	D	D
4226	Chemical & allied products whsle .....	2	D	D	D	a	D	D	D
<b>Agents, brokers, and commission merchants .....</b>									
<b>13 29 087 1 249 315 29 2 496 - -</b>									
421	Wholesale trade, durable goods .....	8	D	D	D	b	D	D	D
<b>HUDSON TOWN, NH</b>									
<b>42</b>	<b>Wholesale trade .....</b>	<b>51</b>	<b>315 398</b>	<b>36 411</b>	<b>8 521</b>	<b>923</b>	<b>68 239</b>	<b>45 727</b>	<b>55 083</b>
421	Wholesale trade, durable goods .....	41	D	D	D	f	D	D	D
4211	Motor vehicle & motor vehicle parts & supplies whsle.....	4	D	D	D	b	D	D	D
4214	Professional & commercial equipment & supplies whsle .....	7	D	D	D	e	D	D	D
42149	Other professional equipment & supplies whsle .....	1	D	D	D	c	D	D	D
4216	Electrical goods whsle .....	8	D	D	D	c	D	D	D
42169	Other electronic parts & equipment whsle .....	7	D	D	D	c	D	D	D
4217	Hardware, & plumbing & heating equipment & supplies whsle .....	1	D	D	D	b	D	D	D
42173	Warm air heating & air-conditioning equipment & supplies whsle .....	1	D	D	D	b	D	D	D
4218	Machinery, equipment, & supplies whsle .....	11	39 103	3 027	635	61	7 231	5 150	4 741
42183	Industrial machinery & equipment whsle .....	7	D	D	D	b	D	D	D
42186	Transportation equipment & supplies (exc motor vehicle) whsle .....	1	D	D	D	a	D	D	D
4219	Miscellaneous durable goods whsle ...	3	D	D	D	a	D	D	D
422	Wholesale trade, nondurable goods .....	10	D	D	D	e	D	D	D
4223	Apparel, piece goods, & notions whsle ..	1	D	D	D	c	D	D	D
42234	Footwear whsle .....	1	D	D	D	c	D	D	D
4224	Grocery & related products whsle .....	4	D	D	D	a	D	D	D
4227	Petroleum & petroleum products whsle .....	1	D	D	D	b	D	D	D

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<b>HUDSON TOWN, NH—Con.</b>									
	<b>Merchant wholesalers . . . . .</b>	<b>45</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>f</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods . . . . .	38	D	D	D	f	D	D	D
4211	Motor vehicle & motor vehicle parts & supplies whsle . . . . .	4	D	D	D	b	D	D	D
4214	Professional & commercial equipment & supplies whsle . . . . .	7	D	D	D	e	D	D	D
42149	Other professional equipment & supplies whsle . . . . .	1	D	D	D	c	D	D	D
4216	Electrical goods whsle . . . . .	8	D	D	D	c	D	D	D
42169	Other electronic parts & equipment whsle . . . . .	7	D	D	D	c	D	D	D
4217	Hardware, & plumbing & heating equipment & supplies whsle . . . . .	1	D	D	D	b	D	D	D
42173	Warm air heating & air-conditioning equipment & supplies whsle . . . . .	1	D	D	D	b	D	D	D
4218	Machinery, equipment, & supplies whsle . . . . .	9	D	D	D	b	D	D	D
42183	Industrial machinery & equipment whsle . . . . .	6	D	D	D	b	D	D	D
42186	Transportation equipment & supplies (exc motor vehicle) whsle . . . . .	1	D	D	D	a	D	D	D
4219	Miscellaneous durable goods whsle . . . . .	3	D	D	D	a	D	D	D
422	Wholesale trade, nondurable goods . . . . .	7	D	D	D	b	D	D	D
4227	Petroleum & petroleum products whsle . . . . .	1	D	D	D	b	D	D	D
	<b>Manufacturers' sales branches and sales offices . . . . .</b>	<b>3</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>c</b>	<b>D</b>	<b>D</b>	<b>D</b>
422	Wholesale trade, nondurable goods . . . . .	1	D	D	D	c	D	D	D
4223	Apparel, piece goods, & notions whsle . . . . .	1	D	D	D	c	D	D	D
	<b>Agents, brokers, and commission merchants . . . . .</b>	<b>3</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>a</b>	<b>D</b>	<b>D</b>	<b>D</b>
<b>KEENE, NH</b>									
<b>42</b>	<b>Wholesale trade . . . . .</b>	<b>44</b>	<b>184 451</b>	<b>13 057</b>	<b>2 843</b>	<b>399</b>	<b>28 203</b>	<b>12 396</b>	<b>11 979</b>
421	Wholesale trade, durable goods . . . . .	20	40 830	3 786	737	113	6 832	2 936	3 188
4214	Professional & commercial equipment & supplies whsle . . . . .	5	28 423	1 873	327	43	3 185	1 083	1 084
42143	Computer & computer peripheral equipment & software whsle . . . . .	3	D	D	D	a	D	D	D
4218	Machinery, equipment, & supplies whsle . . . . .	9	D	D	D	b	D	D	D
422	Wholesale trade, nondurable goods . . . . .	24	143 621	9 271	2 106	286	21 371	9 460	8 791
4224	Grocery & related products whsle . . . . .	9	D	D	D	c	D	D	D
42241	General-line grocery whsle . . . . .	1	D	D	D	c	D	D	D
42249	Other grocery & related products whsle . . . . .	5	D	D	D	b	D	D	D
4228	Beer, wine, & distilled alcoholic beverage whsle . . . . .	4	D	D	D	b	D	D	D
42281	Beer & ale whsle . . . . .	2	D	D	D	b	D	D	D
4229	Miscellaneous nondurable goods whsle . . . . .	4	D	D	D	b	D	D	D
	<b>Merchant wholesalers . . . . .</b>	<b>41</b>	<b>180 509</b>	<b>12 735</b>	<b>2 759</b>	<b>391</b>	<b>27 740</b>	<b>12 396</b>	<b>11 979</b>
421	Wholesale trade, durable goods . . . . .	20	40 830	3 786	737	113	6 832	2 936	3 188
4214	Professional & commercial equipment & supplies whsle . . . . .	5	28 423	1 873	327	43	3 185	1 083	1 084
42143	Computer & computer peripheral equipment & software whsle . . . . .	3	D	D	D	a	D	D	D
4218	Machinery, equipment, & supplies whsle . . . . .	9	D	D	D	b	D	D	D
422	Wholesale trade, nondurable goods . . . . .	21	139 679	8 949	2 022	278	20 908	9 460	8 791
4224	Grocery & related products whsle . . . . .	8	D	D	D	c	D	D	D
42241	General-line grocery whsle . . . . .	1	D	D	D	c	D	D	D
4229	Miscellaneous nondurable goods whsle . . . . .	4	D	D	D	b	D	D	D
	<b>Manufacturers' sales branches and sales offices . . . . .</b>	<b>3</b>	<b>3 942</b>	<b>322</b>	<b>84</b>	<b>8</b>	<b>463</b>	<b>-</b>	<b>-</b>

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<b>LACONIA, NH</b>									
<b>42</b>	<b>Wholesale trade .....</b>	<b>21</b>	<b>44 019</b>	<b>5 402</b>	<b>1 158</b>	<b>151</b>	<b>10 606</b>	<b>5 237</b>	<b>4 880</b>
421	Wholesale trade, durable goods .....	12	D	D	D	b	D	D	D
4219	Miscellaneous durable goods whsle ...	4	D	D	D	a	D	D	D
422	Wholesale trade, nondurable goods .....	9	D	D	D	b	D	D	D
4223	Apparel, piece goods, & notions whsle .	2	D	D	D	b	D	D	D
42231	Piece goods, notions, & other dry goods whsle .....	1	D	D	D	b	D	D	D
4227	Petroleum & petroleum products whsle .....	1	D	D	D	a	D	D	D
42271	Petroleum bulk stations & terminals .	1	D	D	D	a	D	D	D
	<b>Merchant wholesalers .....</b>	<b>17</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>c</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods .....	10	D	D	D	b	D	D	D
4219	Miscellaneous durable goods whsle ...	4	D	D	D	a	D	D	D
422	Wholesale trade, nondurable goods .....	7	D	D	D	b	D	D	D
4223	Apparel, piece goods, & notions whsle .	2	D	D	D	b	D	D	D
42231	Piece goods, notions, & other dry goods whsle .....	1	D	D	D	b	D	D	D
4227	Petroleum & petroleum products whsle .....	1	D	D	D	a	D	D	D
	<b>Agents, brokers, and commission merchants .....</b>	<b>4</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>a</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods .....	2	D	D	D	a	D	D	D
<b>LEBANON, NH</b>									
<b>42</b>	<b>Wholesale trade .....</b>	<b>42</b>	<b>191 876</b>	<b>16 865</b>	<b>3 884</b>	<b>460</b>	<b>43 472</b>	<b>13 419</b>	<b>18 384</b>
421	Wholesale trade, durable goods .....	25	100 568	11 626	2 685	293	33 458	12 049	16 677
4211	Motor vehicle & motor vehicle parts & supplies whsle .....	4	D	D	D	b	D	D	D
42114	Motor vehicle parts, (used) whsle ...	2	D	D	D	a	D	D	D
4218	Machinery, equipment, & supplies whsle .....	6	25 845	3 044	669	76	8 897	3 584	5 071
42183	Industrial machinery & equipment whsle .....	2	D	D	D	b	D	D	D
42184	Industrial supplies whsle .....	1	D	D	D	a	D	D	D
4219	Miscellaneous durable goods whsle ...	6	D	D	D	b	D	D	D
42191	Sporting & recreational goods & supplies whsle .....	3	D	D	D	b	D	D	D
422	Wholesale trade, nondurable goods .....	17	91 308	5 239	1 199	167	10 014	1 370	1 707
4224	Grocery & related products whsle .....	6	D	D	D	b	D	D	D
42249	Other grocery & related products whsle .....	5	D	D	D	b	D	D	D
4228	Beer, wine, & distilled alcoholic beverage whsle .....	1	D	D	D	b	D	D	D
42282	Wine & distilled alcoholic beverage whsle .....	1	D	D	D	b	D	D	D
	<b>Merchant wholesalers .....</b>	<b>33</b>	<b>116 576</b>	<b>14 216</b>	<b>3 300</b>	<b>390</b>	<b>37 534</b>	<b>13 417</b>	<b>18 382</b>
421	Wholesale trade, durable goods .....	23	D	D	D	e	D	D	D
4211	Motor vehicle & motor vehicle parts & supplies whsle .....	3	D	D	D	b	D	D	D
42114	Motor vehicle parts, (used) whsle ...	2	D	D	D	a	D	D	D
4218	Machinery, equipment, & supplies whsle .....	6	25 845	3 044	669	76	8 897	3 584	5 071
42183	Industrial machinery & equipment whsle .....	2	D	D	D	b	D	D	D
42184	Industrial supplies whsle .....	1	D	D	D	a	D	D	D
4219	Miscellaneous durable goods whsle ...	6	D	D	D	b	D	D	D
42191	Sporting & recreational goods & supplies whsle .....	3	D	D	D	b	D	D	D
422	Wholesale trade, nondurable goods .....	10	D	D	D	c	D	D	D
	<b>Manufacturers' sales branches and sales offices ..</b>	<b>4</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>b</b>	<b>D</b>	<b>D</b>	<b>D</b>
	<b>Agents, brokers, and commission merchants .....</b>	<b>5</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>b</b>	<b>D</b>	<b>D</b>	<b>D</b>
422	Wholesale trade, nondurable goods .....	3	D	D	D	b	D	D	D
4228	Beer, wine, & distilled alcoholic beverage whsle .....	1	D	D	D	b	D	D	D
42282	Wine & distilled alcoholic beverage whsle .....	1	D	D	D	b	D	D	D

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<b>LONDONDERRY TOWN, NH</b>									
<b>42</b>	<b>Wholesale trade .....</b>	<b>59</b>	<b>202 570</b>	<b>28 285</b>	<b>6 416</b>	<b>895</b>	<b>50 472</b>	<b>12 244</b>	<b>13 140</b>
421	Wholesale trade, durable goods .....	49	97 431	12 303	2 453	432	24 429	8 617	8 872
4211	Motor vehicle & motor vehicle parts & supplies whsle .....	6	D	D	D	c	D	D	D
42111	Automobile & other motor vehicle whsle .....	3	D	D	D	c	D	D	D
4214	Professional & commercial equipment & supplies whsle .....	15	D	D	D	b	D	D	D
4218	Machinery, equipment, & supplies whsle .....	11	15 034	2 221	444	54	5 021	868	900
42183	Industrial machinery & equipment whsle .....	9	D	D	D	b	D	D	D
4219	Miscellaneous durable goods whsle ...	1	D	D	D	a	D	D	D
422	Wholesale trade, nondurable goods .....	10	105 139	15 982	3 963	463	26 043	3 627	4 268
4224	Grocery & related products whsle .....	2	D	D	D	e	D	D	D
42245	Confectionery whsle .....	1	D	D	D	c	D	D	D
4227	Petroleum & petroleum products whsle .....	1	D	D	D	b	D	D	D
	<b>Merchant wholesalers .....</b>	<b>49</b>	<b>125 690</b>	<b>18 177</b>	<b>3 962</b>	<b>621</b>	<b>34 999</b>	<b>12 130</b>	<b>13 022</b>
421	Wholesale trade, durable goods .....	42	D	D	D	e	D	D	D
4211	Motor vehicle & motor vehicle parts & supplies whsle .....	6	D	D	D	c	D	D	D
4214	Professional & commercial equipment & supplies whsle .....	14	D	D	D	b	D	D	D
4218	Machinery, equipment, & supplies whsle .....	9	D	D	D	b	D	D	D
42183	Industrial machinery & equipment whsle .....	7	D	D	D	b	D	D	D
422	Wholesale trade, nondurable goods .....	7	D	D	D	c	D	D	D
4227	Petroleum & petroleum products whsle .....	1	D	D	D	b	D	D	D
	<b>Manufacturers' sales branches and sales offices ..</b>	<b>5</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>e</b>	<b>D</b>	<b>D</b>	<b>D</b>
422	Wholesale trade, nondurable goods .....	3	D	D	D	e	D	D	D
4224	Grocery & related products whsle .....	1	D	D	D	c	D	D	D
	<b>Agents, brokers, and commission merchants .....</b>	<b>5</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>a</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods .....	5	D	D	D	a	D	D	D
4219	Miscellaneous durable goods whsle ...	1	D	D	D	a	D	D	D
<b>MANCHESTER, NH</b>									
<b>42</b>	<b>Wholesale trade .....</b>	<b>226</b>	<b>1 368 168</b>	<b>114 990</b>	<b>26 455</b>	<b>3 185</b>	<b>214 308</b>	<b>105 188</b>	<b>108 460</b>
421	Wholesale trade, durable goods .....	157	810 996	68 526	15 628	1 799	128 654	75 998	79 055
4211	Motor vehicle & motor vehicle parts & supplies whsle .....	13	86 879	7 953	1 691	244	14 633	11 804	12 798
42111	Automobile & other motor vehicle whsle .....	4	D	D	D	c	D	D	D
42112	Motor vehicle supplies & new parts whsle .....	8	D	D	D	b	D	D	D
4212	Furniture & home furnishings whsle ...	6	10 190	1 058	72	16	2 410	662	682
4213	Lumber & other construction materials whsle .....	10	D	D	D	c	D	D	D
42131	Lumber, plywood, millwork, & wood panel whsle .....	6	D	D	D	b	D	D	D
42133	Roofing, siding, & insulation material whsle .....	2	D	D	D	b	D	D	D
4214	Professional & commercial equipment & supplies whsle .....	29	D	D	D	e	D	D	D
42143	Computer & computer peripheral equipment & software whsle .....	13	D	D	D	c	D	D	D
42144	Other commercial equipment whsle .	5	D	D	D	b	D	D	D
4215	Metal & mineral (except petroleum) whsle .....	2	D	D	D	b	D	D	D
42151	Metal service centers & offices .....	2	D	D	D	b	D	D	D
4216	Electrical goods whsle .....	37	206 440	17 167	4 076	379	36 171	9 039	8 756
42161	Electrical apparatus & equip, wiring supp, & const material whsle .....	15	D	D	D	c	D	D	D
42169	Other electronic parts & equipment whsle .....	21	D	D	D	c	D	D	D

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	<b>MANCHESTER, NH—Con.</b>								
<b>42</b>	<b>Wholesale trade—Con.</b>								
421	Wholesale trade, durable goods—Con.								
4217	Hardware, & plumbing & heating equipment & supplies whsle .....	19	D	D	D	e	D	D	D
42171	Hardware whsle .....	9	D	D	D	e	D	D	D
42172	Plumbing & heating equipment & supplies (hydronics) whsle .....	2	D	D	D	b	D	D	D
42173	Warm air heating & air-conditioning equipment & supplies whsle .....	6	D	D	D	b	D	D	D
4218	Machinery, equipment, & supplies whsle .....	33	76 102	9 820	2 368	268	19 661	12 079	12 996
42183	Industrial machinery & equipment whsle .....	11	D	D	D	b	D	D	D
42184	Industrial supplies whsle .....	12	D	D	D	b	D	D	D
42185	Service establishment equipment & supplies whsle .....	6	D	D	D	b	D	D	D
4219	Miscellaneous durable goods whsle ...	8	D	D	D	b	D	D	D
422	Wholesale trade, nondurable goods .....	69	557 172	46 464	10 827	1 386	85 654	29 190	29 405
4221	Paper & paper product whsle .....	11	39 151	4 018	922	99	7 422	1 979	1 902
4223	Apparel, piece goods, & notions whsle .	7	D	D	D	b	D	D	D
4224	Grocery & related products whsle .....	15	235 395	18 888	4 381	521	37 326	12 369	11 389
42249	Other grocery & related products whsle .....	8	D	D	D	e	D	D	D
4226	Chemical & allied products whsle .....	13	17 928	2 532	724	84	4 594	1 169	1 247
4227	Petroleum & petroleum products whsle .....	3	D	D	D	c	D	D	D
42271	Petroleum bulk stations & terminals .	2	D	D	D	c	D	D	D
4228	Beer, wine, & distilled alcoholic beverage whsle .....	5	116 460	8 094	1 800	200	13 915	2 683	3 090
42281	Beer & ale whsle .....	2	D	D	D	c	D	D	D
42282	Wine & distilled alcoholic beverage whsle .....	3	D	D	D	b	D	D	D
4229	Miscellaneous nondurable goods whsle .....	12	D	D	D	c	D	D	D
42294	Tobacco & tobacco product whsle ...	2	D	D	D	c	D	D	D
	<b>Merchant wholesalers .....</b>	<b>188</b>	<b>1 023 182</b>	<b>94 661</b>	<b>21 680</b>	<b>2 733</b>	<b>169 248</b>	<b>101 653</b>	<b>105 607</b>
421	Wholesale trade, durable goods .....	133	603 880	56 510	12 748	1 568	99 573	73 732	77 759
4211	Motor vehicle & motor vehicle parts & supplies whsle .....	13	86 879	7 953	1 691	244	14 633	11 804	12 798
42111	Automobile & other motor vehicle whsle .....	4	D	D	D	c	D	D	D
42112	Motor vehicle supplies & new parts whsle .....	8	D	D	D	b	D	D	D
4213	Lumber & other construction materials whsle .....	7	D	D	D	b	D	D	D
4214	Professional & commercial equipment & supplies whsle .....	27	D	D	D	e	D	D	D
42143	Computer & computer peripheral equipment & software whsle .....	13	D	D	D	c	D	D	D
42144	Other commercial equipment whsle .	5	D	D	D	b	D	D	D
4215	Metal & mineral (except petroleum) whsle .....	2	D	D	D	b	D	D	D
42151	Metal service centers & offices .....	2	D	D	D	b	D	D	D
4216	Electrical goods whsle .....	26	D	D	D	c	D	D	D
42161	Electrical apparatus & equip, wiring supp, & const material whsle .....	9	D	D	D	c	D	D	D
42169	Other electronic parts & equipment whsle .....	16	D	D	D	c	D	D	D
4217	Hardware, & plumbing & heating equipment & supplies whsle .....	17	D	D	D	e	D	D	D
42171	Hardware whsle .....	8	D	D	D	e	D	D	D
42173	Warm air heating & air-conditioning equipment & supplies whsle .....	6	D	D	D	b	D	D	D
4218	Machinery, equipment, & supplies whsle .....	28	D	D	D	c	D	D	D
42184	Industrial supplies whsle .....	10	D	D	D	b	D	D	D
42185	Service establishment equipment & supplies whsle .....	5	18 340	3 085	723	87	4 846	1 809	2 079
4219	Miscellaneous durable goods whsle ...	8	D	D	D	b	D	D	D

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<b>MANCHESTER, NH—Con.</b>									
<b>Merchant wholesalers—Con.</b>									
422	Wholesale trade, nondurable goods . . . .	55	419 302	38 151	8 932	1 165	69 675	27 921	27 848
4221	Paper & paper product whsle . . . . .	11	39 151	4 018	922	99	7 422	1 979	1 902
4224	Grocery & related products whsle . . . .	11	D	D	D	e	D	D	D
42249	Other grocery & related products whsle . . . . .	6	D	D	D	e	D	D	D
4226	Chemical & allied products whsle . . . .	10	D	D	D	b	D	D	D
4227	Petroleum & petroleum products whsle . . . . .	2	D	D	D	c	D	D	D
42271	Petroleum bulk stations & terminals . . . .	2	D	D	D	c	D	D	D
4228	Beer, wine, & distilled alcoholic beverage whsle . . . . .	4	D	D	D	c	D	D	D
42281	Beer & ale whsle . . . . .	2	D	D	D	c	D	D	D
4229	Miscellaneous nondurable goods whsle . . . . .	10	D	D	D	c	D	D	D
<b>Manufacturers' sales branches and sales offices . .</b>									
		<b>21</b>	<b>208 999</b>	<b>16 584</b>	<b>3 918</b>	<b>361</b>	<b>39 262</b>	<b>3 008</b>	<b>1 952</b>
421	Wholesale trade, durable goods . . . . .	12	D	D	D	c	D	D	D
4216	Electrical goods whsle . . . . .	7	D	D	D	c	D	D	D
42161	Electrical apparatus & equip, wiring supp, & const material whsle . . . . .	3	D	D	D	c	D	D	D
422	Wholesale trade, nondurable goods . . . .	9	D	D	D	c	D	D	D
4224	Grocery & related products whsle . . . .	2	D	D	D	c	D	D	D
42249	Other grocery & related products whsle . . . . .	2	D	D	D	c	D	D	D
<b>Agents, brokers, and commission merchants . . . . .</b>									
		<b>17</b>	<b>135 987</b>	<b>3 745</b>	<b>857</b>	<b>91</b>	<b>5 798</b>	<b>527</b>	<b>901</b>
421	Wholesale trade, durable goods . . . . .	12	D	D	D	b	D	D	D
4217	Hardware, & plumbing & heating equipment & supplies whsle . . . . .	2	D	D	D	a	D	D	D
42172	Plumbing & heating equipment & supplies (hydronics) whsle . . . . .	1	D	D	D	a	D	D	D
422	Wholesale trade, nondurable goods . . . .	5	D	D	D	b	D	D	D
4224	Grocery & related products whsle . . . .	2	D	D	D	a	D	D	D
4228	Beer, wine, & distilled alcoholic beverage whsle . . . . .	1	D	D	D	b	D	D	D
42282	Wine & distilled alcoholic beverage whsle . . . . .	1	D	D	D	b	D	D	D
<b>MERRIMACK TOWN, NH</b>									
<b>42</b>	<b>Wholesale trade . . . . .</b>	<b>46</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>e</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods . . . . .	37	D	D	D	e	D	D	D
4211	Motor vehicle & motor vehicle parts & supplies whsle . . . . .	4	D	D	D	a	D	D	D
42111	Automobile & other motor vehicle whsle . . . . .	2	D	D	D	a	D	D	D
4216	Electrical goods whsle . . . . .	8	120 001	4 813	1 103	74	8 312	2 370	2 449
42169	Other electronic parts & equipment whsle . . . . .	5	D	D	D	b	D	D	D
4218	Machinery, equipment, & supplies whsle . . . . .	9	28 945	3 790	837	64	7 069	2 730	2 888
42183	Industrial machinery & equipment whsle . . . . .	6	D	D	D	b	D	D	D
422	Wholesale trade, nondurable goods . . . .	9	D	D	D	b	D	D	D
4221	Paper & paper product whsle . . . . .	1	D	D	D	a	D	D	D
4224	Grocery & related products whsle . . . .	3	D	D	D	a	D	D	D
42249	Other grocery & related products whsle . . . . .	3	D	D	D	a	D	D	D
4226	Chemical & allied products whsle . . . .	2	D	D	D	b	D	D	D
42269	Other chemical & allied products whsle . . . . .	2	D	D	D	b	D	D	D
<b>Merchant wholesalers . . . . .</b>									
		<b>33</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>e</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods . . . . .	29	D	D	D	c	D	D	D
4211	Motor vehicle & motor vehicle parts & supplies whsle . . . . .	3	D	D	D	a	D	D	D
4216	Electrical goods whsle . . . . .	6	D	D	D	b	D	D	D
4218	Machinery, equipment, & supplies whsle . . . . .	7	D	D	D	b	D	D	D
422	Wholesale trade, nondurable goods . . . .	4	D	D	D	b	D	D	D
<b>Manufacturers' sales branches and sales offices . .</b>									
		<b>8</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>b</b>	<b>D</b>	<b>D</b>	<b>D</b>
422	Wholesale trade, nondurable goods . . . .	5	D	D	D	b	D	D	D

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<b>MERRIMACK TOWN, NH—Con.</b>									
	<b>Agents, brokers, and commission merchants . . . . .</b>	<b>5</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>b</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods . . . . .	5	D	D	D	b	D	D	D
4216	Electrical goods whsle . . . . .	1	D	D	D	a	D	D	D
42169	Other electronic parts & equipment whsle . . . . .	1	D	D	D	a	D	D	D
4218	Machinery, equipment, & supplies whsle . . . . .	2	D	D	D	a	D	D	D
<b>MILFORD TOWN, NH</b>									
<b>42</b>	<b>Wholesale trade . . . . .</b>	<b>19</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>c</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods . . . . .	14	D	D	D	c	D	D	D
4211	Motor vehicle & motor vehicle parts & supplies whsle . . . . .	1	D	D	D	b	D	D	D
42111	Automobile & other motor vehicle whsle . . . . .	1	D	D	D	b	D	D	D
4213	Lumber & other construction materials whsle . . . . .	2	D	D	D	a	D	D	D
	<b>Merchant wholesalers . . . . .</b>	<b>17</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>c</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods . . . . .	12	D	D	D	b	D	D	D
4211	Motor vehicle & motor vehicle parts & supplies whsle . . . . .	1	D	D	D	b	D	D	D
4213	Lumber & other construction materials whsle . . . . .	1	D	D	D	a	D	D	D
	<b>Manufacturers' sales branches and sales offices . . . . .</b>	<b>1</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>a</b>	<b>D</b>	<b>D</b>	<b>D</b>
	<b>Agents, brokers, and commission merchants . . . . .</b>	<b>1</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>a</b>	<b>D</b>	<b>D</b>	<b>D</b>
<b>NASHUA, NH</b>									
<b>42</b>	<b>Wholesale trade . . . . .</b>	<b>160</b>	<b>1 527 376</b>	<b>102 337</b>	<b>25 681</b>	<b>2 028</b>	<b>178 130</b>	<b>68 468</b>	<b>74 396</b>
421	Wholesale trade, durable goods . . . . .	115	1 250 560	77 572	20 111	1 450	127 285	38 439	39 645
4211	Motor vehicle & motor vehicle parts & supplies whsle . . . . .	4	D	D	D	b	D	D	D
4212	Furniture & home furnishings whsle . . . . .	9	D	D	D	a	D	D	D
4213	Lumber & other construction materials whsle . . . . .	5	D	D	D	c	D	D	D
42131	Lumber, plywood, millwork, & wood panel whsle . . . . .	4	D	D	D	c	D	D	D
4214	Professional & commercial equipment & supplies whsle . . . . .	35	403 543	45 457	11 092	753	71 111	5 579	6 287
42142	Office equipment whsle . . . . .	1	D	D	D	c	D	D	D
42143	Computer & computer peripheral equipment & software whsle . . . . .	28	D	D	D	f	D	D	D
4215	Metal & mineral (except petroleum) whsle . . . . .	3	D	D	D	b	D	D	D
42151	Metal service centers & offices . . . . .	3	D	D	D	b	D	D	D
4216	Electrical goods whsle . . . . .	20	182 400	5 075	1 089	103	10 153	1 552	1 479
42169	Other electronic parts & equipment whsle . . . . .	14	D	D	D	b	D	D	D
4217	Hardware, & plumbing & heating equipment & supplies whsle . . . . .	11	D	D	D	b	D	D	D
4218	Machinery, equipment, & supplies whsle . . . . .	20	129 947	10 056	2 661	206	17 202	10 497	10 461
42183	Industrial machinery & equipment whsle . . . . .	14	92 006	8 918	2 324	179	15 385	9 785	9 702
42185	Service establishment equipment & supplies whsle . . . . .	2	D	D	D	a	D	D	D
4219	Miscellaneous durable goods whsle . . . . .	8	D	D	D	b	D	D	D

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NAICS code	Geographic area, type of operation, and kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1996 inventories <sup>f</sup> (\$1,000)	End-of-1997 inventories <sup>f</sup> (\$1,000)
<b>NASHUA, NH—Con.</b>									
<b>42</b>	<b>Wholesale trade—Con.</b>								
422	Wholesale trade, nondurable goods . . . . .	45	276 816	24 765	5 570	578	50 845	30 029	34 751
4221	Paper & paper product whsle . . . . .	10	77 235	6 834	1 592	213	15 864	12 389	14 438
42212	Stationery & office supplies whsle . . . . .	4	D	D	D	c	D	D	D
4224	Grocery & related products whsle . . . . .	7	57 679	5 207	1 060	132	11 084	2 971	3 048
42249	Other grocery & related products whsle . . . . .	3	D	D	D	c	D	D	D
4226	Chemical & allied products whsle . . . . .	12	55 371	5 442	1 591	84	10 799	9 231	10 622
42261	Plastics materials & basic forms & shapes whsle . . . . .	5	D	D	D	b	D	D	D
42269	Other chemical & allied products whsle . . . . .	7	D	D	D	b	D	D	D
4228	Beer, wine, & distilled alcoholic beverage whsle . . . . .	1	D	D	D	b	D	D	D
42281	Beer & ale whsle . . . . .	1	D	D	D	b	D	D	D
4229	Miscellaneous nondurable goods whsle . . . . .	6	D	D	D	b	D	D	D
42292	Book, periodical, & newspaper whsle . . . . .	2	D	D	D	a	D	D	D
42294	Tobacco & tobacco product whsle . . . . .	1	D	D	D	b	D	D	D
	<b>Merchant wholesalers . . . . .</b>	<b>117</b>	<b>816 200</b>	<b>55 602</b>	<b>14 215</b>	<b>1 251</b>	<b>98 776</b>	<b>58 574</b>	<b>63 668</b>
421	Wholesale trade, durable goods . . . . .	81	597 360	33 796	9 251	720	54 564	28 545	28 917
4211	Motor vehicle & motor vehicle parts & supplies whsle . . . . .	4	D	D	D	b	D	D	D
4213	Lumber & other construction materials whsle . . . . .	2	D	D	D	b	D	D	D
42131	Lumber, plywood, millwork, & wood panel whsle . . . . .	1	D	D	D	b	D	D	D
4214	Professional & commercial equipment & supplies whsle . . . . .	27	D	D	D	c	D	D	D
42142	Office equipment whsle . . . . .	1	D	D	D	c	D	D	D
42143	Computer & computer peripheral equipment & software whsle . . . . .	21	D	D	D	c	D	D	D
4217	Hardware, & plumbing & heating equipment & supplies whsle . . . . .	11	D	D	D	b	D	D	D
4218	Machinery, equipment, & supplies whsle . . . . .	13	76 117	8 457	2 263	180	14 659	9 769	9 711
42183	Industrial machinery & equipment whsle . . . . .	8	D	D	D	c	D	D	D
4219	Miscellaneous durable goods whsle . . . . .	8	D	D	D	b	D	D	D
422	Wholesale trade, nondurable goods . . . . .	36	218 840	21 806	4 964	531	44 212	30 029	34 751
4221	Paper & paper product whsle . . . . .	7	D	D	D	c	D	D	D
42212	Stationery & office supplies whsle . . . . .	2	D	D	D	c	D	D	D
4224	Grocery & related products whsle . . . . .	4	D	D	D	c	D	D	D
42249	Other grocery & related products whsle . . . . .	2	D	D	D	b	D	D	D
4226	Chemical & allied products whsle . . . . .	11	D	D	D	b	D	D	D
42261	Plastics materials & basic forms & shapes whsle . . . . .	4	D	D	D	b	D	D	D
42269	Other chemical & allied products whsle . . . . .	7	D	D	D	b	D	D	D
4229	Miscellaneous nondurable goods whsle . . . . .	4	D	D	D	b	D	D	D
	<b>Manufacturers' sales branches and sales offices . . . . .</b>	<b>19</b>	<b>622 126</b>	<b>43 665</b>	<b>10 889</b>	<b>725</b>	<b>73 981</b>	<b>9 796</b>	<b>10 680</b>
421	Wholesale trade, durable goods . . . . .	15	D	D	D	f	D	D	D
4213	Lumber & other construction materials whsle . . . . .	2	D	D	D	b	D	D	D
4214	Professional & commercial equipment & supplies whsle . . . . .	5	D	D	D	f	D	D	D
42143	Computer & computer peripheral equipment & software whsle . . . . .	5	D	D	D	f	D	D	D
4216	Electrical goods whsle . . . . .	3	D	D	D	b	D	D	D
42169	Other electronic parts & equipment whsle . . . . .	3	D	D	D	b	D	D	D
4218	Machinery, equipment, & supplies whsle . . . . .	4	D	D	D	a	D	D	D
42185	Service establishment equipment & supplies whsle . . . . .	1	D	D	D	a	D	D	D
422	Wholesale trade, nondurable goods . . . . .	4	D	D	D	b	D	D	D
4229	Miscellaneous nondurable goods whsle . . . . .	1	D	D	D	a	D	D	D



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<b>NASHUA, NH—Con.</b>									
	<b>Agents, brokers, and commission merchants . . . . .</b>	<b>24</b>	<b>89 050</b>	<b>3 070</b>	<b>577</b>	<b>52</b>	<b>5 373</b>	<b>98</b>	<b>48</b>
421	Wholesale trade, durable goods . . . . .	19	D	D	D	b	D	D	D
4214	Professional & commercial equipment & supplies whsle . . . . .	3	D	D	D	a	D	D	D
4216	Electrical goods whsle . . . . .	8	D	D	D	b	D	D	D
42169	Other electronic parts & equipment whsle . . . . .	6	D	D	D	b	D	D	D
4218	Machinery, equipment, & supplies whsle . . . . .	3	D	D	D	a	D	D	D
42183	Industrial machinery & equipment whsle . . . . .	3	D	D	D	a	D	D	D
422	Wholesale trade, nondurable goods . . . . .	5	D	D	D	a	D	D	D
<b>PELHAM TOWN, NH</b>									
<b>42</b>	<b>Wholesale trade . . . . .</b>	<b>12</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>b</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods . . . . .	7	D	D	D	b	D	D	D
4218	Machinery, equipment, & supplies whsle . . . . .	2	D	D	D	a	D	D	D
	<b>Merchant wholesalers . . . . .</b>	<b>11</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>b</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods . . . . .	7	D	D	D	b	D	D	D
4218	Machinery, equipment, & supplies whsle . . . . .	2	D	D	D	a	D	D	D
	<b>Agents, brokers, and commission merchants . . . . .</b>	<b>1</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>a</b>	<b>D</b>	<b>D</b>	<b>D</b>
<b>PORTSMOUTH, NH</b>									
<b>42</b>	<b>Wholesale trade . . . . .</b>	<b>101</b>	<b>1 263 722</b>	<b>58 370</b>	<b>14 283</b>	<b>1 270</b>	<b>115 015</b>	<b>105 311</b>	<b>81 161</b>
421	Wholesale trade, durable goods . . . . .	71	485 682	33 986	8 819	739	65 728	20 581	22 481
4211	Motor vehicle & motor vehicle parts & supplies whsle . . . . .	3	D	D	D	b	D	D	D
4213	Lumber & other construction materials whsle . . . . .	5	27 755	2 418	561	67	5 277	2 331	2 313
42131	Lumber, plywood, millwork, & wood panel whsle . . . . .	3	D	D	D	b	D	D	D
4214	Professional & commercial equipment & supplies whsle . . . . .	15	D	D	D	e	D	D	D
42143	Computer & computer peripheral equipment & software whsle . . . . .	7	D	D	D	e	D	D	D
4216	Electrical goods whsle . . . . .	12	221 418	5 187	1 857	95	8 226	4 009	5 125
42161	Electrical apparatus & equip, wiring supp, & const material whsle . . . . .	4	D	D	D	b	D	D	D
42169	Other electronic parts & equipment whsle . . . . .	7	D	D	D	b	D	D	D
4217	Hardware, & plumbing & heating equipment & supplies whsle . . . . .	5	D	D	D	b	D	D	D
42171	Hardware whsle . . . . .	4	D	D	D	b	D	D	D
4218	Machinery, equipment, & supplies whsle . . . . .	18	D	D	D	b	D	D	D
42184	Industrial supplies whsle . . . . .	4	10 404	1 220	334	32	2 137	941	1 014
4219	Miscellaneous durable goods whsle . . . . .	9	12 579	820	188	28	2 654	805	839
422	Wholesale trade, nondurable goods . . . . .	30	778 040	24 384	5 464	531	49 287	84 730	58 680
4221	Paper & paper product whsle . . . . .	5	D	D	D	c	D	D	D
42213	Industrial & personal service paper whsle . . . . .	1	D	D	D	b	D	D	D
4222	Drugs, & druggists' sundries whsle . . . . .	1	D	D	D	c	D	D	D
42221	Drugs, & druggists' sundries whsle . . . . .	1	D	D	D	c	D	D	D
4224	Grocery & related products whsle . . . . .	8	D	D	D	b	D	D	D
42242	Packaged frozen food whsle . . . . .	3	D	D	D	b	D	D	D
4226	Chemical & allied products whsle . . . . .	7	36 922	3 184	875	51	7 155	5 372	5 178
42269	Other chemical & allied products whsle . . . . .	5	D	D	D	b	D	D	D
4227	Petroleum & petroleum products whsle . . . . .	4	D	D	D	c	D	D	D
42271	Petroleum bulk stations & terminals . . . . .	2	D	D	D	a	D	D	D
42272	Petroleum & petroleum prod whsle (exc bulk stations & terminals) . . . . .	2	D	D	D	c	D	D	D

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<b>PORTSMOUTH, NH—Con.</b>									
	<b>Merchant wholesalers . . . . .</b>	<b>82</b>	<b>931 098</b>	<b>46 055</b>	<b>11 566</b>	<b>1 059</b>	<b>92 805</b>	<b>100 731</b>	<b>76 346</b>
421	Wholesale trade, durable goods . . . . .	54	D	D	D	f	D	D	D
4211	Motor vehicle & motor vehicle parts & supplies whsle . . . . .	3	D	D	D	b	D	D	D
4213	Lumber & other construction materials whsle . . . . .	5	27 755	2 418	561	67	5 277	2 331	2 313
4214	Professional & commercial equipment & supplies whsle . . . . .	11	D	D	D	e	D	D	D
42143	Computer & computer peripheral equipment & software whsle . . . . .	7	D	D	D	e	D	D	D
4216	Electrical goods whsle . . . . .	3	D	D	D	b	D	D	D
42169	Other electronic parts & equipment whsle . . . . .	1	D	D	D	b	D	D	D
4218	Machinery, equipment, & supplies whsle . . . . .	17	D	D	D	b	D	D	D
42184	Industrial supplies whsle . . . . .	4	10 404	1 220	334	32	2 137	941	1 014
4219	Miscellaneous durable goods whsle . . . . .	7	D	D	D	a	D	D	D
422	Wholesale trade, nondurable goods . . . . .	28	D	D	D	e	D	D	D
4221	Paper & paper product whsle . . . . .	5	D	D	D	c	D	D	D
42213	Industrial & personal service paper whsle . . . . .	1	D	D	D	b	D	D	D
4224	Grocery & related products whsle . . . . .	7	D	D	D	b	D	D	D
42242	Packaged frozen food whsle . . . . .	2	D	D	D	a	D	D	D
4226	Chemical & allied products whsle . . . . .	7	36 922	3 184	875	51	7 155	5 372	5 178
42269	Other chemical & allied products whsle . . . . .	5	D	D	D	b	D	D	D
4227	Petroleum & petroleum products whsle . . . . .	4	D	D	D	c	D	D	D
42271	Petroleum bulk stations & terminals . . . . .	2	D	D	D	a	D	D	D
42272	Petroleum & petroleum prod whsle (exc bulk stations & terminals) . . . . .	2	D	D	D	c	D	D	D
	<b>Manufacturers' sales branches and sales offices . . . . .</b>	<b>7</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>c</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods . . . . .	6	D	D	D	b	D	D	D
4216	Electrical goods whsle . . . . .	3	D	D	D	b	D	D	D
42161	Electrical apparatus & equip, wiring supp, & const material whsle . . . . .	2	D	D	D	b	D	D	D
422	Wholesale trade, nondurable goods . . . . .	1	D	D	D	c	D	D	D
	<b>Agents, brokers, and commission merchants . . . . .</b>	<b>12</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>a</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods . . . . .	11	D	D	D	a	D	D	D
<b>ROCHESTER, NH</b>									
<b>42</b>	<b>Wholesale trade . . . . .</b>	<b>26</b>	<b>88 786</b>	<b>20 065</b>	<b>4 708</b>	<b>829</b>	<b>41 917</b>	<b>2 423</b>	<b>6 175</b>
421	Wholesale trade, durable goods . . . . .	16	D	D	D	f	D	D	D
4216	Electrical goods whsle . . . . .	3	D	D	D	e	D	D	D
42169	Other electronic parts & equipment whsle . . . . .	2	D	D	D	e	D	D	D
4217	Hardware, & plumbing & heating equipment & supplies whsle . . . . .	1	D	D	D	e	D	D	D
42171	Hardware whsle . . . . .	1	D	D	D	e	D	D	D
422	Wholesale trade, nondurable goods . . . . .	10	D	D	D	b	D	D	D
4223	Apparel, piece goods, & notions whsle . . . . .	1	D	D	D	b	D	D	D
	<b>Merchant wholesalers . . . . .</b>	<b>21</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>b</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods . . . . .	12	D	D	D	b	D	D	D
422	Wholesale trade, nondurable goods . . . . .	9	D	D	D	b	D	D	D
4223	Apparel, piece goods, & notions whsle . . . . .	1	D	D	D	b	D	D	D
	<b>Manufacturers' sales branches and sales offices . . . . .</b>	<b>4</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>f</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods . . . . .	3	D	D	D	f	D	D	D
	<b>Agents, brokers, and commission merchants . . . . .</b>	<b>1</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>a</b>	<b>D</b>	<b>D</b>	<b>D</b>

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<b>SALEM TOWN, NH</b>									
<b>42</b>	<b>Wholesale trade .....</b>	<b>112</b>	<b>824 593</b>	<b>54 887</b>	<b>11 337</b>	<b>1 194</b>	<b>107 473</b>	<b>46 323</b>	<b>51 014</b>
421	Wholesale trade, durable goods .....	88	347 905	34 923	6 961	716	67 589	27 785	26 190
4211	Motor vehicle & motor vehicle parts & supplies whsle .....	2	D	D	D	b	D	D	D
42114	Motor vehicle parts, (used) whsle ...	2	D	D	D	b	D	D	D
4214	Professional & commercial equipment & supplies whsle .....	18	65 356	10 895	1 989	145	19 602	2 738	2 844
42143	Computer & computer peripheral equipment & software whsle .....	11	D	D	D	c	D	D	D
4216	Electrical goods whsle .....	28	111 485	7 797	1 608	162	13 530	3 966	4 016
42169	Other electronic parts & equipment whsle .....	23	D	D	D	c	D	D	D
4217	Hardware, & plumbing & heating equipment & supplies whsle .....	7	58 220	4 409	937	100	8 878	5 560	6 116
42172	Plumbing & heating equipment & supplies (hydronics) whsle .....	4	D	D	D	b	D	D	D
42174	Refrigeration equipment & supplies whsle .....	1	D	D	D	b	D	D	D
4218	Machinery, equipment, & supplies whsle .....	20	78 763	8 414	1 662	205	17 261	11 927	9 383
42183	Industrial machinery & equipment whsle .....	15	55 986	3 810	735	104	8 482	5 567	2 629
42184	Industrial supplies whsle .....	2	D	D	D	b	D	D	D
4219	Miscellaneous durable goods whsle ...	7	D	D	D	b	D	D	D
422	Wholesale trade, nondurable goods .....	24	476 688	19 964	4 376	478	39 884	18 538	24 824
4221	Paper & paper product whsle .....	4	D	D	D	b	D	D	D
4223	Apparel, piece goods, & notions whsle .	1	D	D	D	b	D	D	D
42234	Footwear whsle .....	1	D	D	D	b	D	D	D
4224	Grocery & related products whsle .....	11	D	D	D	c	D	D	D
42244	Poultry & poultry product whsle .....	1	D	D	D	b	D	D	D
42249	Other grocery & related products whsle .....	4	124 276	5 284	1 302	158	10 976	927	745
4226	Chemical & allied products whsle .....	5	D	D	D	c	D	D	D
42269	Other chemical & allied products whsle .....	3	D	D	D	c	D	D	D
<b>Merchant wholesalers .....</b>		<b>86</b>	<b>398 652</b>	<b>34 851</b>	<b>7 066</b>	<b>776</b>	<b>68 431</b>	<b>44 094</b>	<b>49 064</b>
421	Wholesale trade, durable goods .....	70	219 585	25 105	5 163	566	50 165	26 809	25 319
4211	Motor vehicle & motor vehicle parts & supplies whsle .....	2	D	D	D	b	D	D	D
42114	Motor vehicle parts, (used) whsle ...	2	D	D	D	b	D	D	D
4214	Professional & commercial equipment & supplies whsle .....	14	D	D	D	c	D	D	D
42143	Computer & computer peripheral equipment & software whsle .....	9	D	D	D	b	D	D	D
4216	Electrical goods whsle .....	23	74 471	6 959	1 400	144	12 206	3 966	4 016
42169	Other electronic parts & equipment whsle .....	18	D	D	D	c	D	D	D
4217	Hardware, & plumbing & heating equipment & supplies whsle .....	5	D	D	D	b	D	D	D
4218	Machinery, equipment, & supplies whsle .....	17	D	D	D	c	D	D	D
42183	Industrial machinery & equipment whsle .....	12	D	D	D	b	D	D	D
42184	Industrial supplies whsle .....	2	D	D	D	b	D	D	D
4219	Miscellaneous durable goods whsle ...	5	D	D	D	b	D	D	D
422	Wholesale trade, nondurable goods .....	16	179 067	9 746	1 903	210	18 266	17 285	23 745
4223	Apparel, piece goods, & notions whsle .	1	D	D	D	b	D	D	D
42234	Footwear whsle .....	1	D	D	D	b	D	D	D
4224	Grocery & related products whsle .....	7	D	D	D	c	D	D	D
42249	Other grocery & related products whsle .....	2	D	D	D	b	D	D	D
4226	Chemical & allied products whsle .....	3	D	D	D	a	D	D	D
<b>Manufacturers' sales branches and sales offices ..</b>		<b>10</b>	<b>223 318</b>	<b>16 666</b>	<b>3 432</b>	<b>340</b>	<b>32 514</b>	<b>2 229</b>	<b>1 950</b>
421	Wholesale trade, durable goods .....	5	D	D	D	c	D	D	D
422	Wholesale trade, nondurable goods .....	5	D	D	D	c	D	D	D
4224	Grocery & related products whsle .....	2	D	D	D	c	D	D	D
42249	Other grocery & related products whsle .....	2	D	D	D	c	D	D	D

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<b>SALEM TOWN, NH—Con.</b>									
	<b>Agents, brokers, and commission merchants . . . . .</b>	<b>16</b>	<b>202 623</b>	<b>3 370</b>	<b>839</b>	<b>78</b>	<b>6 528</b>	—	—
421	Wholesale trade, durable goods . . . . .	13	D	D	D	b	D	D	D
4216	Electrical goods whsle . . . . .	5	37 014	838	208	18	1 324	—	—
42169	Other electronic parts & equipment whsle . . . . .	5	37 014	838	208	18	1 324	—	—
422	Wholesale trade, nondurable goods . . . . .	3	D	D	D	b	D	D	D
4224	Grocery & related products whsle . . . . .	2	D	D	D	b	D	D	D
42244	Poultry & poultry product whsle . . . . .	1	D	D	D	b	D	D	D
<b>SOMERSWORTH, NH</b>									
<b>42</b>	<b>Wholesale trade . . . . .</b>	<b>11</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>c</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods . . . . .	7	D	D	D	b	D	D	D
4218	Machinery, equipment, & supplies whsle . . . . .	4	D	D	D	b	D	D	D
422	Wholesale trade, nondurable goods . . . . .	4	D	D	D	b	D	D	D
4223	Apparel, piece goods, & notions whsle . . . . .	3	D	D	D	b	D	D	D
	<b>Merchant wholesalers . . . . .</b>	<b>11</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>c</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods . . . . .	7	D	D	D	b	D	D	D
4218	Machinery, equipment, & supplies whsle . . . . .	4	D	D	D	b	D	D	D
422	Wholesale trade, nondurable goods . . . . .	4	D	D	D	b	D	D	D
4223	Apparel, piece goods, & notions whsle . . . . .	3	D	D	D	b	D	D	D
<b>BALANCE OF HILLSBOROUGH COUNTY, NH</b>									
<b>42</b>	<b>Wholesale trade . . . . .</b>	<b>127</b>	<b>466 859</b>	<b>41 162</b>	<b>8 878</b>	<b>968</b>	<b>77 408</b>	<b>28 728</b>	<b>25 270</b>
421	Wholesale trade, durable goods . . . . .	94	381 701	30 475	6 703	707	58 244	25 552	21 703
4211	Motor vehicle & motor vehicle parts & supplies whsle . . . . .	7	D	D	D	b	D	D	D
4213	Lumber & other construction materials whsle . . . . .	8	D	D	D	b	D	D	D
42131	Lumber, plywood, millwork, & wood panel whsle . . . . .	6	D	D	D	b	D	D	D
4214	Professional & commercial equipment & supplies whsle . . . . .	19	120 759	8 790	1 961	181	13 662	2 249	2 214
42143	Computer & computer peripheral equipment & software whsle . . . . .	11	113 839	7 656	1 705	165	11 791	1 349	1 073
4216	Electrical goods whsle . . . . .	26	137 099	11 947	2 780	282	22 792	6 409	6 730
42169	Other electronic parts & equipment whsle . . . . .	16	127 667	10 863	2 455	246	20 658	5 187	5 510
4218	Machinery, equipment, & supplies whsle . . . . .	21	18 999	2 992	510	80	5 744	2 739	2 712
42183	Industrial machinery & equipment whsle . . . . .	12	14 732	2 420	394	61	4 333	1 456	1 378
4219	Miscellaneous durable goods whsle . . . . .	8	D	D	D	b	D	D	D
42191	Sporting & recreational goods & supplies whsle . . . . .	1	D	D	D	b	D	D	D
422	Wholesale trade, nondurable goods . . . . .	33	85 158	10 687	2 175	261	19 164	3 176	3 567
4221	Paper & paper product whsle . . . . .	7	D	D	D	b	D	D	D
4224	Grocery & related products whsle . . . . .	5	D	D	D	c	D	D	D
42249	Other grocery & related products whsle . . . . .	4	D	D	D	c	D	D	D
4226	Chemical & allied products whsle . . . . .	9	24 259	3 902	710	63	8 230	1 321	1 357
42269	Other chemical & allied products whsle . . . . .	4	D	D	D	b	D	D	D
4229	Miscellaneous nondurable goods whsle . . . . .	9	D	D	D	b	D	D	D
42299	Other miscellaneous nondurable goods whsle . . . . .	8	D	D	D	b	D	D	D

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<b>BALANCE OF HILLSBOROUGH COUNTY, NH—Con.</b>									
	<b>Merchant wholesalers . . . . .</b>	<b>100</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>f</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods . . . . .	75	D	D	D	f	D	D	D
4211	Motor vehicle & motor vehicle parts & supplies whsle . . . . .	6	D	D	D	b	D	D	D
4213	Lumber & other construction materials whsle . . . . .	7	D	D	D	b	D	D	D
42131	Lumber, plywood, millwork, & wood panel whsle . . . . .	5	D	D	D	b	D	D	D
4214	Professional & commercial equipment & supplies whsle . . . . .	17	D	D	D	c	D	D	D
42143	Computer & computer peripheral equipment & software whsle . . . . .	10	D	D	D	c	D	D	D
4216	Electrical goods whsle . . . . .	17	D	D	D	c	D	D	D
42169	Other electronic parts & equipment whsle . . . . .	10	D	D	D	c	D	D	D
4218	Machinery, equipment, & supplies whsle . . . . .	16	D	D	D	b	D	D	D
42183	Industrial machinery & equipment whsle . . . . .	7	D	D	D	b	D	D	D
4219	Miscellaneous durable goods whsle . . . . .	7	D	D	D	b	D	D	D
42191	Sporting & recreational goods & supplies whsle . . . . .	1	D	D	D	b	D	D	D
422	Wholesale trade, nondurable goods . . . . .	25	D	D	D	c	D	D	D
4226	Chemical & allied products whsle . . . . .	7	D	D	D	b	D	D	D
	<b>Manufacturers' sales branches and sales offices . . . . .</b>	<b>5</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>b</b>	<b>D</b>	<b>D</b>	<b>D</b>
422	Wholesale trade, nondurable goods . . . . .	4	D	D	D	b	D	D	D
	<b>Agents, brokers, and commission merchants . . . . .</b>	<b>22</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>b</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods . . . . .	18	D	D	D	b	D	D	D
4213	Lumber & other construction materials whsle . . . . .	1	D	D	D	a	D	D	D
4216	Electrical goods whsle . . . . .	9	D	D	D	b	D	D	D
42169	Other electronic parts & equipment whsle . . . . .	6	D	D	D	b	D	D	D
422	Wholesale trade, nondurable goods . . . . .	4	D	D	D	a	D	D	D
4229	Miscellaneous nondurable goods whsle . . . . .	2	D	D	D	a	D	D	D
42299	Other miscellaneous nondurable goods whsle . . . . .	2	D	D	D	a	D	D	D
<b>BALANCE OF MERRIMACK COUNTY, NH</b>									
<b>42</b>	<b>Wholesale trade . . . . .</b>	<b>121</b>	<b>525 731</b>	<b>48 461</b>	<b>10 541</b>	<b>1 461</b>	<b>92 541</b>	<b>41 703</b>	<b>51 729</b>
421	Wholesale trade, durable goods . . . . .	81	D	D	D	f	D	D	D
4211	Motor vehicle & motor vehicle parts & supplies whsle . . . . .	4	D	D	D	b	D	D	D
42111	Automobile & other motor vehicle whsle . . . . .	2	D	D	D	b	D	D	D
4213	Lumber & other construction materials whsle . . . . .	5	D	D	D	b	D	D	D
42132	Brick, stone, & related construction materials whsle . . . . .	2	D	D	D	b	D	D	D
4214	Professional & commercial equipment & supplies whsle . . . . .	14	D	D	D	b	D	D	D
42143	Computer & computer peripheral equipment & software whsle . . . . .	9	D	D	D	b	D	D	D
4216	Electrical goods whsle . . . . .	15	D	D	D	c	D	D	D
42161	Electrical apparatus & equip, wiring supp, & const material whsle . . . . .	7	D	D	D	b	D	D	D
4218	Machinery, equipment, & supplies whsle . . . . .	25	D	D	D	e	D	D	D
42181	Construction & mining (except petroleum) machinery & equip whsle . . . . .	6	D	D	D	c	D	D	D
42183	Industrial machinery & equipment whsle . . . . .	11	D	D	D	b	D	D	D
42185	Service establishment equipment & supplies whsle . . . . .	2	D	D	D	c	D	D	D
4219	Miscellaneous durable goods whsle . . . . .	11	D	D	D	b	D	D	D
42199	Other miscellaneous durable goods whsle . . . . .	4	D	D	D	b	D	D	D

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	<b>BALANCE OF MERRIMACK COUNTY, NH—Con.</b>								
<b>42</b>	<b>Wholesale trade—Con.</b>								
422	Wholesale trade, nondurable goods . . . .	40	D	D	D	f	D	D	D
4221	Paper & paper product whsle . . . . .	4	D	D	D	b	D	D	D
4224	Grocery & related products whsle . . . .	7	D	D	D	c	D	D	D
42244	Poultry & poultry product whsle . . . .	1	D	D	D	c	D	D	D
42249	Other grocery & related products whsle . . . . .	5	D	D	D	b	D	D	D
4226	Chemical & allied products whsle . . . .	6	D	D	D	b	D	D	D
42269	Other chemical & allied products whsle . . . . .	5	D	D	D	b	D	D	D
4228	Beer, wine, & distilled alcoholic beverage whsle . . . . .	1	D	D	D	b	D	D	D
42282	Wine & distilled alcoholic beverage whsle . . . . .	1	D	D	D	b	D	D	D
4229	Miscellaneous nondurable goods whsle . . . . .	13	D	D	D	e	D	D	D
42292	Book, periodical, & newspaper whsle . . . . .	3	D	D	D	e	D	D	D
	<b>Merchant wholesalers . . . . .</b>	<b>97</b>	<b>416 748</b>	<b>43 662</b>	<b>9 414</b>	<b>1 348</b>	<b>81 859</b>	<b>41 580</b>	<b>51 182</b>
421	Wholesale trade, durable goods . . . . .	64	D	D	D	f	D	D	D
4211	Motor vehicle & motor vehicle parts & supplies whsle . . . . .	3	D	D	D	b	D	D	D
4214	Professional & commercial equipment & supplies whsle . . . . .	14	D	D	D	b	D	D	D
42143	Computer & computer peripheral equipment & software whsle . . . . .	9	D	D	D	b	D	D	D
4216	Electrical goods whsle . . . . .	10	D	D	D	b	D	D	D
4218	Machinery, equipment, & supplies whsle . . . . .	19	D	D	D	e	D	D	D
42181	Construction & mining (except petroleum) machinery & equip whsle . . . . .	6	D	D	D	c	D	D	D
42185	Service establishment equipment & supplies whsle . . . . .	1	D	D	D	c	D	D	D
4219	Miscellaneous durable goods whsle . . . .	10	D	D	D	b	D	D	D
42199	Other miscellaneous durable goods whsle . . . . .	4	D	D	D	b	D	D	D
422	Wholesale trade, nondurable goods . . . .	33	D	D	D	f	D	D	D
4221	Paper & paper product whsle . . . . .	4	D	D	D	b	D	D	D
4224	Grocery & related products whsle . . . .	6	D	D	D	c	D	D	D
42244	Poultry & poultry product whsle . . . .	1	D	D	D	c	D	D	D
4226	Chemical & allied products whsle . . . .	4	D	D	D	b	D	D	D
42269	Other chemical & allied products whsle . . . . .	3	D	D	D	b	D	D	D
4229	Miscellaneous nondurable goods whsle . . . . .	11	D	D	D	e	D	D	D
42292	Book, periodical, & newspaper whsle . . . . .	3	D	D	D	e	D	D	D
	<b>Manufacturers' sales branches and sales offices . . . . .</b>	<b>7</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>b</b>	<b>D</b>	<b>D</b>	<b>D</b>
	<b>Agents, brokers, and commission merchants . . . . .</b>	<b>17</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>b</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods . . . . .	13	D	D	D	b	D	D	D
4216	Electrical goods whsle . . . . .	3	D	D	D	b	D	D	D
422	Wholesale trade, nondurable goods . . . .	4	D	D	D	b	D	D	D
4228	Beer, wine, & distilled alcoholic beverage whsle . . . . .	1	D	D	D	b	D	D	D
42282	Wine & distilled alcoholic beverage whsle . . . . .	1	D	D	D	b	D	D	D

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<b>BALANCE OF ROCKINGHAM COUNTY, NH</b>									
<b>42</b>	<b>Wholesale trade .....</b>	<b>249</b>	<b>1 674 384</b>	<b>108 586</b>	<b>24 074</b>	<b>2 568</b>	<b>231 981</b>	<b>205 814</b>	<b>186 516</b>
421	Wholesale trade, durable goods .....	179	475 945	49 316	9 540	1 208	100 231	46 454	46 584
4211	Motor vehicle & motor vehicle parts & supplies whsle.....	22	70 048	4 067	959	145	8 754	7 904	9 311
42111	Automobile & other motor vehicle whsle .....	11	54 146	2 798	611	80	6 142	6 684	7 578
42112	Motor vehicle supplies & new parts whsle .....	5	D	D	D	b	D	D	D
4212	Furniture & home furnishings whsle ...	11	D	D	D	b	D	D	D
42121	Furniture whsle .....	7	D	D	D	b	D	D	D
4213	Lumber & other construction materials whsle .....	7	51 030	5 945	1 131	155	10 420	6 016	6 502
42131	Lumber, plywood, millwork, & wood panel whsle .....	4	D	D	D	b	D	D	D
4214	Professional & commercial equipment & supplies whsle .....	27	63 247	8 151	1 274	124	13 570	3 075	3 347
42141	Photographic equipment & supplies whsle .....	3	D	D	D	b	D	D	D
42143	Computer & computer peripheral equipment & software whsle.....	16	24 248	4 643	564	54	7 290	740	1 193
42149	Other professional equipment & supplies whsle.....	4	D	D	D	b	D	D	D
4215	Metal & mineral (except petroleum) whsle .....	6	D	D	D	b	D	D	D
42151	Metal service centers & offices .....	6	D	D	D	b	D	D	D
4216	Electrical goods whsle .....	28	52 585	8 120	1 673	178	13 207	1 918	2 253
42169	Other electronic parts & equipment whsle .....	18	D	D	D	c	D	D	D
4217	Hardware, & plumbing & heating equipment & supplies whsle.....	13	18 244	2 063	410	61	4 055	2 276	2 402
4218	Machinery, equipment, & supplies whsle .....	43	88 828	11 974	2 089	292	20 703	7 527	7 690
42183	Industrial machinery & equipment whsle .....	32	70 202	10 435	1 745	219	16 406	5 657	5 554
42184	Industrial supplies whsle .....	2	D	D	D	a	D	D	D
4219	Miscellaneous durable goods whsle ...	22	D	D	D	c	D	D	D
42191	Sporting & recreational goods & supplies whsle.....	4	D	D	D	c	D	D	D
42193	Recyclable material whsle .....	3	D	D	D	b	D	D	D
42199	Other miscellaneous durable goods whsle .....	10	D	D	D	a	D	D	D
422	Wholesale trade, nondurable goods .....	70	1 198 439	59 270	14 534	1 360	131 750	159 360	139 932
4221	Paper & paper product whsle .....	6	D	D	D	b	D	D	D
42212	Stationery & office supplies whsle ...	5	D	D	D	b	D	D	D
4223	Apparel, piece goods, & notions whsle ..	8	D	D	D	f	D	D	D
42231	Piece goods, notions, & other dry goods whsle .....	3	D	D	D	a	D	D	D
42234	Footwear whsle.....	3	D	D	D	f	D	D	D
4224	Grocery & related products whsle .....	22	128 167	10 782	1 602	319	21 066	9 594	14 127
42245	Confectionery whsle.....	1	D	D	D	c	D	D	D
42249	Other grocery & related products whsle .....	4	D	D	D	c	D	D	D
4226	Chemical & allied products whsle .....	15	D	D	D	b	D	D	D
42261	Plastics materials & basic forms & shapes whsle .....	6	D	D	D	a	D	D	D
42269	Other chemical & allied products whsle .....	9	D	D	D	b	D	D	D
4227	Petroleum & petroleum products whsle .....	5	223 271	2 357	587	68	8 145	40 349	26 044
42271	Petroleum bulk stations & terminals ..	3	D	D	D	b	D	D	D
4228	Beer, wine, & distilled alcoholic beverage whsle.....	2	D	D	D	b	D	D	D
42281	Beer & ale whsle.....	1	D	D	D	b	D	D	D
4229	Miscellaneous nondurable goods whsle .....	8	D	D	D	b	D	D	D
42291	Farm supplies whsle .....	2	D	D	D	b	D	D	D
42299	Other miscellaneous nondurable goods whsle .....	4	D	D	D	a	D	D	D

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NAICS code	Geographic area, type of operation, and kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1996 inventories* (\$1,000)	End-of-1997 inventories* (\$1,000)
<b>BALANCE OF ROCKINGHAM COUNTY, NH—Con.</b>									
<b>Merchant wholesalers . . . . .</b>		<b>199</b>	<b>1 465 260</b>	<b>96 577</b>	<b>21 303</b>	<b>2 297</b>	<b>207 098</b>	<b>202 796</b>	<b>183 369</b>
421	Wholesale trade, durable goods . . . . .	147	D	D	D	g	D	D	D
4211	Motor vehicle & motor vehicle parts & supplies whsle . . . . .	20	D	D	D	c	D	D	D
42111	Automobile & other motor vehicle whsle . . . . .	11	54 146	2 798	611	80	6 142	6 684	7 578
4212	Furniture & home furnishings whsle . . . . .	6	D	D	D	b	D	D	D
42121	Furniture whsle . . . . .	4	D	D	D	b	D	D	D
4213	Lumber & other construction materials whsle . . . . .	7	51 030	5 945	1 131	155	10 420	6 016	6 502
42131	Lumber, plywood, millwork, & wood panel whsle . . . . .	4	D	D	D	b	D	D	D
4214	Professional & commercial equipment & supplies whsle . . . . .	23	51 418	7 688	1 116	113	11 768	3 075	3 347
42143	Computer & computer peripheral equipment & software whsle . . . . .	14	D	D	D	b	D	D	D
42149	Other professional equipment & supplies whsle . . . . .	3	D	D	D	a	D	D	D
4216	Electrical goods whsle . . . . .	20	35 359	6 454	1 236	142	10 418	1 918	2 253
42169	Other electronic parts & equipment whsle . . . . .	13	D	D	D	b	D	D	D
4217	Hardware, & plumbing & heating equipment & supplies whsle . . . . .	9	D	D	D	b	D	D	D
4218	Machinery, equipment, & supplies whsle . . . . .	38	73 671	11 325	1 930	279	19 344	7 527	7 690
42183	Industrial machinery & equipment whsle . . . . .	28	63 045	10 060	1 651	207	15 560	5 657	5 554
4219	Miscellaneous durable goods whsle . . . . .	19	D	D	D	c	D	D	D
42191	Sporting & recreational goods & supplies whsle . . . . .	3	D	D	D	c	D	D	D
42193	Recyclable material whsle . . . . .	3	D	D	D	b	D	D	D
42199	Other miscellaneous durable goods whsle . . . . .	9	D	D	D	a	D	D	D
422	Wholesale trade, nondurable goods . . . . .	52	D	D	D	g	D	D	D
4223	Apparel, piece goods, & notions whsle . . . . .	5	D	D	D	f	D	D	D
42234	Footwear whsle . . . . .	3	D	D	D	f	D	D	D
4224	Grocery & related products whsle . . . . .	18	81 587	6 631	671	213	12 636	8 939	13 472
42245	Confectionery whsle . . . . .	1	D	D	D	c	D	D	D
42249	Other grocery & related products whsle . . . . .	2	D	D	D	a	D	D	D
4226	Chemical & allied products whsle . . . . .	10	41 888	2 559	510	46	5 282	3 496	4 162
42261	Plastics materials & basic forms & shapes whsle . . . . .	4	D	D	D	a	D	D	D
42269	Other chemical & allied products whsle . . . . .	6	D	D	D	b	D	D	D
4227	Petroleum & petroleum products whsle . . . . .	5	223 271	2 357	587	68	8 145	40 349	26 044
42271	Petroleum bulk stations & terminals . . . . .	3	D	D	D	b	D	D	D
4229	Miscellaneous nondurable goods whsle . . . . .	5	D	D	D	b	D	D	D
42291	Farm supplies whsle . . . . .	2	D	D	D	b	D	D	D
<b>Manufacturers' sales branches and sales offices . . . . .</b>		<b>10</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>c</b>	<b>D</b>	<b>D</b>	<b>D</b>
422	Wholesale trade, nondurable goods . . . . .	8	D	D	D	c	D	D	D
<b>Agents, brokers, and commission merchants . . . . .</b>		<b>40</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>c</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods . . . . .	30	D	D	D	b	D	D	D
4214	Professional & commercial equipment & supplies whsle . . . . .	4	11 829	463	158	11	1 802	—	—
4218	Machinery, equipment, & supplies whsle . . . . .	4	D	D	D	a	D	D	D
4219	Miscellaneous durable goods whsle . . . . .	3	D	D	D	a	D	D	D
422	Wholesale trade, nondurable goods . . . . .	10	D	D	D	b	D	D	D
4221	Paper & paper product whsle . . . . .	1	D	D	D	a	D	D	D
42212	Stationery & office supplies whsle . . . . .	1	D	D	D	a	D	D	D
4224	Grocery & related products whsle . . . . .	1	D	D	D	a	D	D	D
4229	Miscellaneous nondurable goods whsle . . . . .	3	D	D	D	a	D	D	D
42299	Other miscellaneous nondurable goods whsle . . . . .	3	D	D	D	a	D	D	D



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<b>BALANCE OF STRAFFORD COUNTY, NH</b>									
42	<b>Wholesale trade .....</b>	<b>21</b>	<b>38 097</b>	<b>6 198</b>	<b>1 239</b>	<b>206</b>	<b>11 994</b>	<b>3 450</b>	<b>4 513</b>
421	Wholesale trade, durable goods .....	15	21 372	3 301	753	120	6 706	1 982	2 769
4218	Machinery, equipment, & supplies								
42185	whsle .....	5	17 818	2 862	656	93	5 437	1 544	2 334
	Service establishment equipment & supplies whsle .....	1	D	D	D	b	D	D	D
422	Wholesale trade, nondurable goods .....	6	16 725	2 897	486	86	5 288	1 468	1 744
4224	Grocery & related products whsle .....	4	D	D	D	b	D	D	D
	<b>Merchant wholesalers .....</b>	<b>18</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>c</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods .....	15	21 372	3 301	753	120	6 706	1 982	2 769
4218	Machinery, equipment, & supplies								
42185	whsle .....	5	17 818	2 862	656	93	5 437	1 544	2 334
	Service establishment equipment & supplies whsle .....	1	D	D	D	b	D	D	D
422	Wholesale trade, nondurable goods .....	3	D	D	D	b	D	D	D
4224	Grocery & related products whsle .....	2	D	D	D	b	D	D	D
	<b>Manufacturers' sales branches and sales offices ..</b>	<b>1</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>a</b>	<b>D</b>	<b>D</b>	<b>D</b>
	<b>Agents, brokers, and commission merchants .....</b>	<b>2</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>a</b>	<b>D</b>	<b>D</b>	<b>D</b>
<b>BALANCE OF BELKNAP COUNTY, NH</b>									
42	<b>Wholesale trade .....</b>	<b>53</b>	<b>137 672</b>	<b>20 453</b>	<b>4 118</b>	<b>477</b>	<b>42 957</b>	<b>7 498</b>	<b>8 646</b>
421	Wholesale trade, durable goods .....	37	D	D	D	e	D	D	D
4214	Professional & commercial equipment & supplies whsle .....	7	D	D	D	b	D	D	D
4215	Metal & mineral (except petroleum)								
42151	whsle .....	2	D	D	D	b	D	D	D
	Metal service centers & offices .....	2	D	D	D	b	D	D	D
4218	Machinery, equipment, & supplies								
42183	whsle .....	14	D	D	D	c	D	D	D
	Industrial machinery & equipment whsle .....	7	D	D	D	c	D	D	D
422	Wholesale trade, nondurable goods .....	16	D	D	D	c	D	D	D
4224	Grocery & related products whsle .....	9	D	D	D	c	D	D	D
42249	Other grocery & related products whsle .....	9	D	D	D	c	D	D	D
	<b>Merchant wholesalers .....</b>	<b>43</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>e</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods .....	31	D	D	D	e	D	D	D
4215	Metal & mineral (except petroleum)								
42151	whsle .....	2	D	D	D	b	D	D	D
	Metal service centers & offices .....	2	D	D	D	b	D	D	D
4218	Machinery, equipment, & supplies								
42183	whsle .....	13	D	D	D	c	D	D	D
	Industrial machinery & equipment whsle .....	7	D	D	D	c	D	D	D
422	Wholesale trade, nondurable goods .....	12	D	D	D	b	D	D	D
	<b>Manufacturers' sales branches and sales offices ..</b>	<b>2</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>c</b>	<b>D</b>	<b>D</b>	<b>D</b>
422	Wholesale trade, nondurable goods .....	2	D	D	D	c	D	D	D
	<b>Agents, brokers, and commission merchants .....</b>	<b>8</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>a</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods .....	6	D	D	D	a	D	D	D

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<b>BALANCE OF CARROLL COUNTY, NH</b>									
<b>42</b>	<b>Wholesale trade .....</b>	<b>61</b>	<b>80 843</b>	<b>10 552</b>	<b>2 026</b>	<b>371</b>	<b>19 669</b>	<b>5 392</b>	<b>5 832</b>
421	Wholesale trade, durable goods .....	41	D	D	D	c	D	D	D
4219	Miscellaneous durable goods whsle ...	9	D	D	D	b	D	D	D
422	Wholesale trade, nondurable goods .....	20	D	D	D	c	D	D	D
4224	Grocery & related products whsle .....	9	34 432	3 607	658	104	6 353	937	1 010
42249	Other grocery & related products whsle .....	2	D	D	D	b	D	D	D
422490	Other grocery & related products whsle .....	2	D	D	D	b	D	D	D
	<b>Merchant wholesalers .....</b>	<b>51</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>e</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods .....	34	D	D	D	c	D	D	D
4219	Miscellaneous durable goods whsle ...	6	D	D	D	b	D	D	D
422	Wholesale trade, nondurable goods .....	17	D	D	D	c	D	D	D
4224	Grocery & related products whsle .....	8	D	D	D	c	D	D	D
42249	Other grocery & related products whsle .....	1	D	D	D	b	D	D	D
422490	Other grocery & related products whsle .....	1	D	D	D	b	D	D	D
	<b>Manufacturers' sales branches and sales offices ..</b>	<b>3</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>a</b>	<b>D</b>	<b>D</b>	<b>D</b>
	<b>Agents, brokers, and commission merchants .....</b>	<b>7</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>a</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods .....	4	D	D	D	a	D	D	D
<b>BALANCE OF CHESHIRE COUNTY, NH</b>									
<b>42</b>	<b>Wholesale trade .....</b>	<b>48</b>	<b>219 008</b>	<b>24 587</b>	<b>5 400</b>	<b>788</b>	<b>48 609</b>	<b>29 773</b>	<b>30 121</b>
421	Wholesale trade, durable goods .....	35	90 806	9 803	2 280	372	18 050	16 969	16 496
4214	Professional & commercial equipment & supplies whsle .....	8	36 854	2 542	646	71	3 818	3 026	2 403
42145	Medical, dental, & hospital equipment & supplies whsle .....	3	35 478	2 350	600	59	3 435	2 845	2 206
4217	Hardware, & plumbing & heating equipment & supplies whsle .....	4	D	D	D	c	D	D	D
42172	Plumbing & heating equipment & supplies (hydronics) whsle .....	3	D	D	D	c	D	D	D
4218	Machinery, equipment, & supplies whsle .....	10	D	D	D	c	D	D	D
42182	Farm & garden machinery & equipment whsle .....	2	D	D	D	b	D	D	D
4219	Miscellaneous durable goods whsle ...	5	D	D	D	b	D	D	D
42199	Other miscellaneous durable goods whsle .....	4	D	D	D	a	D	D	D
422	Wholesale trade, nondurable goods .....	13	128 202	14 784	3 120	416	30 559	12 804	13 625
4224	Grocery & related products whsle .....	4	D	D	D	e	D	D	D
42241	General-line grocery whsle .....	1	D	D	D	e	D	D	D
	<b>Merchant wholesalers .....</b>	<b>39</b>	<b>167 927</b>	<b>20 068</b>	<b>4 222</b>	<b>598</b>	<b>40 356</b>	<b>25 208</b>	<b>25 552</b>
421	Wholesale trade, durable goods .....	30	D	D	D	c	D	D	D
4214	Professional & commercial equipment & supplies whsle .....	7	D	D	D	b	D	D	D
42145	Medical, dental, & hospital equipment & supplies whsle .....	2	D	D	D	b	D	D	D
4218	Machinery, equipment, & supplies whsle .....	9	D	D	D	b	D	D	D
42182	Farm & garden machinery & equipment whsle .....	2	D	D	D	b	D	D	D
4219	Miscellaneous durable goods whsle ...	4	D	D	D	b	D	D	D
422	Wholesale trade, nondurable goods .....	9	D	D	D	e	D	D	D
4224	Grocery & related products whsle .....	3	D	D	D	e	D	D	D
42241	General-line grocery whsle .....	1	D	D	D	e	D	D	D
	<b>Manufacturers' sales branches and sales offices ..</b>	<b>6</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>c</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods .....	4	D	D	D	c	D	D	D
	<b>Agents, brokers, and commission merchants .....</b>	<b>3</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>a</b>	<b>D</b>	<b>D</b>	<b>D</b>

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<b>BALANCE OF COOS COUNTY, NH</b>									
<b>42</b>	<b>Wholesale trade .....</b>	<b>10</b>	<b>32 566</b>	<b>2 911</b>	<b>806</b>	<b>129</b>	<b>6 797</b>	<b>5 338</b>	<b>5 745</b>
421	Wholesale trade, durable goods .....	6	D	D	D	b	D	D	D
4211	Motor vehicle & motor vehicle parts & supplies whsle .....	2	D	D	D	b	D	D	D
4218	Machinery, equipment, & supplies whsle .....	2	D	D	D	b	D	D	D
422	Wholesale trade, nondurable goods .....	4	D	D	D	b	D	D	D
4229	Miscellaneous nondurable goods whsle .....	1	D	D	D	a	D	D	D
	<b>Merchant wholesalers .....</b>	<b>10</b>	<b>32 566</b>	<b>2 911</b>	<b>806</b>	<b>129</b>	<b>6 797</b>	<b>5 338</b>	<b>5 745</b>
421	Wholesale trade, durable goods .....	6	D	D	D	b	D	D	D
4211	Motor vehicle & motor vehicle parts & supplies whsle .....	2	D	D	D	b	D	D	D
4218	Machinery, equipment, & supplies whsle .....	2	D	D	D	b	D	D	D
422	Wholesale trade, nondurable goods .....	4	D	D	D	b	D	D	D
4229	Miscellaneous nondurable goods whsle .....	1	D	D	D	a	D	D	D
<b>BALANCE OF GRAFTON COUNTY, NH</b>									
<b>42</b>	<b>Wholesale trade .....</b>	<b>70</b>	<b>141 478</b>	<b>14 755</b>	<b>3 245</b>	<b>484</b>	<b>28 867</b>	<b>8 426</b>	<b>9 220</b>
421	Wholesale trade, durable goods .....	50	92 287	9 339	1 944	313	19 253	5 487	6 206
4211	Motor vehicle & motor vehicle parts & supplies whsle .....	3	D	D	D	a	D	D	D
4213	Lumber & other construction materials whsle .....	5	D	D	D	b	D	D	D
4214	Professional & commercial equipment & supplies whsle .....	8	D	D	D	b	D	D	D
42143	Computer & computer peripheral equipment & software whsle .....	6	D	D	D	b	D	D	D
4218	Machinery, equipment, & supplies whsle .....	11	15 941	1 886	413	73	4 144	2 904	3 015
4219	Miscellaneous durable goods whsle ...	14	D	D	D	b	D	D	D
42199	Other miscellaneous durable goods whsle .....	9	D	D	D	b	D	D	D
422	Wholesale trade, nondurable goods .....	20	49 191	5 416	1 301	171	9 614	2 939	3 014
4224	Grocery & related products whsle .....	4	D	D	D	b	D	D	D
4227	Petroleum & petroleum products whsle .....	3	D	D	D	b	D	D	D
42271	Petroleum bulk stations & terminals .....	2	D	D	D	b	D	D	D
	<b>Merchant wholesalers .....</b>	<b>62</b>	<b>117 532</b>	<b>13 786</b>	<b>3 068</b>	<b>465</b>	<b>26 530</b>	<b>8 396</b>	<b>9 180</b>
421	Wholesale trade, durable goods .....	44	D	D	D	e	D	D	D
4211	Motor vehicle & motor vehicle parts & supplies whsle .....	3	D	D	D	a	D	D	D
4213	Lumber & other construction materials whsle .....	3	D	D	D	b	D	D	D
4214	Professional & commercial equipment & supplies whsle .....	7	D	D	D	b	D	D	D
42143	Computer & computer peripheral equipment & software whsle .....	5	D	D	D	b	D	D	D
4218	Machinery, equipment, & supplies whsle .....	11	15 941	1 886	413	73	4 144	2 904	3 015
4219	Miscellaneous durable goods whsle ...	11	D	D	D	b	D	D	D
42199	Other miscellaneous durable goods whsle .....	7	D	D	D	b	D	D	D
422	Wholesale trade, nondurable goods .....	18	D	D	D	c	D	D	D
4224	Grocery & related products whsle .....	4	D	D	D	b	D	D	D
4227	Petroleum & petroleum products whsle .....	3	D	D	D	b	D	D	D
	<b>Agents, brokers, and commission merchants .....</b>	<b>8</b>	<b>23 946</b>	<b>969</b>	<b>177</b>	<b>19</b>	<b>2 337</b>	<b>30</b>	<b>40</b>
421	Wholesale trade, durable goods .....	6	D	D	D	a	D	D	D
4213	Lumber & other construction materials whsle .....	2	D	D	D	a	D	D	D
4219	Miscellaneous durable goods whsle ...	3	D	D	D	a	D	D	D
42199	Other miscellaneous durable goods whsle .....	2	D	D	D	a	D	D	D

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<b>BALANCE OF SULLIVAN COUNTY, NH</b>									
<b>42</b>	<b>Wholesale trade .....</b>	<b>22</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>b</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods .....	16	D	D	D	b	D	D	D
4213	Lumber & other construction materials whsle .....	5	D	D	D	a	D	D	D
42131	Lumber, plywood, millwork, & wood panel whsle .....	5	D	D	D	a	D	D	D
4218	Machinery, equipment, & supplies whsle .....	4	D	D	D	b	D	D	D
422	Wholesale trade, nondurable goods .....	6	D	D	D	b	D	D	D
4224	Grocery & related products whsle .....	3	D	D	D	b	D	D	D
42249	Other grocery & related products whsle .....	2	D	D	D	b	D	D	D
	<b>Merchant wholesalers .....</b>	<b>19</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>b</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods .....	14	D	D	D	b	D	D	D
4213	Lumber & other construction materials whsle .....	5	D	D	D	a	D	D	D
42131	Lumber, plywood, millwork, & wood panel whsle .....	5	D	D	D	a	D	D	D
4218	Machinery, equipment, & supplies whsle .....	4	D	D	D	b	D	D	D
	<b>Manufacturers' sales branches and sales offices ..</b>	<b>2</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>b</b>	<b>D</b>	<b>D</b>	<b>D</b>
	<b>Agents, brokers, and commission merchants .....</b>	<b>1</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>a</b>	<b>D</b>	<b>D</b>	<b>D</b>

**Table 8. Percent of Sales Data Based on Administrative Records and Estimation for Places: 1997**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

NAICS code	Geographic area and kind of business	All types of operation percent of sales—		Merchant wholesalers percent of sales—		Manufacturers' sales branches and offices percent of sales—		Agents, brokers, and commission merchants percent of sales—	
		From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>
<b>BEDFORD TOWN, NH</b>									
<b>42</b>	<b>Wholesale trade .....</b>	<b>1.0</b>	<b>.7</b>	<b>D</b>	<b>D</b>	<b>-</b>	<b>.5</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods .....	D	D	D	D	D	D	D	D
4213	Lumber & other construction materials whsle .....	D	D	D	D	-	-	-	-
42131	Lumber, plywood, millwork, & wood panel whsle .....	D	D	D	D	-	-	-	-
4214	Professional & commercial equipment & supplies whsle .....	-	.3	D	D	D	D	-	-
42142	Office equipment whsle .....	D	D	-	-	-	-	-	-
42143	Computer & computer peripheral equipment & software whsle .....	-	.3	D	D	-	-	-	-
4216	Electrical goods whsle .....	D	D	-	-	-	-	-	-
42161	Electrical apparatus & equip, wiring supp, & const material whsle .....	D	D	-	-	-	-	-	-
42169	Other electronic parts & equipment whsle .....	D	D	-	-	-	-	-	-
4218	Machinery, equipment, & supplies whsle .....	D	D	-	-	D	D	-	-
42183	Industrial machinery & equipment whsle .....	D	D	-	-	D	D	-	-
4219	Miscellaneous durable goods whsle .....	D	D	-	-	-	-	-	-
422	Wholesale trade, nondurable goods .....	D	D	D	D	D	D	-	-
4224	Grocery & related products whsle .....	D	D	-	-	D	D	-	-
42249	Other grocery & related products whsle .....	D	D	-	-	D	D	-	-
<b>BERLIN, NH</b>									
<b>42</b>	<b>Wholesale trade .....</b>	<b>.6</b>	<b>-</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods .....	D	D	D	D	-	-	-	-
422	Wholesale trade, nondurable goods .....	D	D	D	D	-	-	-	-
4227	Petroleum & petroleum products whsle .....	D	D	D	D	-	-	-	-
42271	Petroleum bulk stations & terminals .....	D	D	D	D	-	-	-	-
<b>CLAREMONT, NH</b>									
<b>42</b>	<b>Wholesale trade .....</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>-</b>	<b>-</b>
421	Wholesale trade, durable goods .....	D	D	D	D	-	-	-	-
4218	Machinery, equipment, & supplies whsle .....	D	D	D	D	-	-	-	-
<b>CONCORD, NH</b>									
<b>42</b>	<b>Wholesale trade .....</b>	<b>1.4</b>	<b>4.8</b>	<b>1.6</b>	<b>5.3</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods .....	D	D	D	D	-	-	D	D
4211	Motor vehicle & motor vehicle parts & supplies whsle .....	D	D	D	D	-	-	-	-
42111	Automobile & other motor vehicle whsle .....	D	D	D	D	-	-	-	-
42112	Motor vehicle supplies & new parts whsle .....	D	D	D	D	-	-	-	-
4214	Professional & commercial equipment & supplies whsle .....	D	D	D	D	-	-	-	-
4218	Machinery, equipment, & supplies whsle .....	D	D	D	D	-	-	D	D
42181	Construction & mining (except petroleum) machinery & equip whsle .....	D	D	D	D	-	-	-	-
42183	Industrial machinery & equipment whsle .....	-	-	D	D	-	-	D	D
4219	Miscellaneous durable goods whsle .....	D	D	D	D	-	-	-	-
422	Wholesale trade, nondurable goods .....	D	D	D	D	-	-	-	-
4221	Paper & paper product whsle .....	D	D	D	D	-	-	-	-
4224	Grocery & related products whsle .....	D	D	D	D	-	-	-	-
4228	Beer, wine, & distilled alcoholic beverage whsle ..	D	D	D	D	-	-	-	-
42281	Beer & ale whsle .....	D	D	D	D	-	-	-	-
<b>DERRY TOWN, NH</b>									
<b>42</b>	<b>Wholesale trade .....</b>	<b>1.8</b>	<b>7.1</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods .....	D	D	D	D	-	-	-	18.5
4214	Professional & commercial equipment & supplies whsle .....	D	D	-	-	-	-	-	-
4218	Machinery, equipment, & supplies whsle .....	D	D	D	D	-	-	-	-
42185	Service establishment equipment & supplies whsle .....	D	D	-	-	-	-	-	-
4219	Miscellaneous durable goods whsle .....	D	D	D	D	-	-	-	-
422	Wholesale trade, nondurable goods .....	D	D	D	D	-	-	-	-
4224	Grocery & related products whsle .....	D	D	D	D	-	-	-	-
42249	Other grocery & related products whsle .....	D	D	D	D	-	-	-	-

See footnotes at end of table.

Table 8. **Percent of Sales Data Based on Administrative Records and Estimation for Places: 1997—Con.**

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		From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>
<b>DOVER, NH</b>									
<b>42</b>	<b>Wholesale trade .....</b>	<b>9.1</b>	<b>2.6</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods .....	10.8	6.6	D	D	—	—	—	—
4216	Electrical goods whsle .....	D	D	D	D	—	—	—	—
4218	Machinery, equipment, & supplies whsle .....	—	—	—	—	—	—	—	—
422	Wholesale trade, nondurable goods .....	8.2	.6	D	D	—	—	D	D
4224	Grocery & related products whsle .....	D	D	—	—	—	—	D	D
42244	Poultry & poultry product whsle .....	D	D	—	—	—	—	—	—
4229	Miscellaneous nondurable goods whsle .....	D	D	D	D	—	—	—	—
42299	Other miscellaneous nondurable goods whsle ..	D	D	—	—	—	—	—	—
<b>DURHAM TOWN, NH</b>									
<b>42</b>	<b>Wholesale trade .....</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>—</b>	<b>—</b>	<b>D</b>	<b>D</b>
422	Wholesale trade, nondurable goods .....	D	D	—	—	—	—	D	D
4229	Miscellaneous nondurable goods whsle .....	D	D	—	—	—	—	D	D
42299	Other miscellaneous nondurable goods whsle ..	D	D	—	—	—	—	D	D
<b>EXETER TOWN, NH</b>									
<b>42</b>	<b>Wholesale trade .....</b>	<b>—</b>	<b>—</b>	<b>D</b>	<b>D</b>	<b>—</b>	<b>—</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods .....	D	D	D	D	—	—	D	D
4218	Machinery, equipment, & supplies whsle .....	D	D	—	—	—	—	D	D
42183	Industrial machinery & equipment whsle .....	D	D	—	—	—	—	D	D
4219	Miscellaneous durable goods whsle .....	D	D	D	D	—	—	—	—
42191	Sporting & recreational goods & supplies whsle .....	D	D	D	D	—	—	—	—
422	Wholesale trade, nondurable goods .....	D	D	D	D	—	—	—	—
4226	Chemical & allied products whsle .....	D	D	D	D	—	—	—	—
42269	Other chemical & allied products whsle .....	D	D	D	D	—	—	—	—
4229	Miscellaneous nondurable goods whsle .....	D	D	D	D	—	—	—	—
42299	Other miscellaneous nondurable goods whsle ..	D	D	D	D	—	—	—	—
<b>FRANKLIN, NH</b>									
<b>42</b>	<b>Wholesale trade .....</b>	<b>6.2</b>	<b>—</b>	<b>6.2</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
421	Wholesale trade, durable goods .....	D	D	D	D	—	—	—	—
<b>GOFFSTOWN TOWN, NH</b>									
<b>42</b>	<b>Wholesale trade .....</b>	<b>2.8</b>	<b>—</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>—</b>	<b>—</b>
421	Wholesale trade, durable goods .....	D	D	D	D	—	—	—	—
4218	Machinery, equipment, & supplies whsle .....	D	D	—	—	—	—	—	—
422	Wholesale trade, nondurable goods .....	D	D	D	D	—	—	—	—
<b>HAMPTON TOWN, NH</b>									
<b>42</b>	<b>Wholesale trade .....</b>	<b>1.9</b>	<b>4.1</b>	<b>2.6</b>	<b>4.1</b>	<b>—</b>	<b>—</b>	<b>.2</b>	<b>4.2</b>
421	Wholesale trade, durable goods .....	.1	6.9	D	D	—	—	D	D
4212	Furniture & home furnishings whsle .....	D	D	D	D	—	—	—	—
42122	Home furnishings whsle .....	D	D	D	D	—	—	—	—
4213	Lumber & other construction materials whsle .....	D	D	D	D	—	—	—	—
4216	Electrical goods whsle .....	D	D	—	—	—	—	—	—
4218	Machinery, equipment, & supplies whsle .....	D	D	—	—	—	—	—	—
422	Wholesale trade, nondurable goods .....	4.6	—	D	D	—	—	—	—
4224	Grocery & related products whsle .....	D	D	D	D	—	—	—	—
4226	Chemical & allied products whsle .....	D	D	D	D	—	—	—	—

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**Table 8. Percent of Sales Data Based on Administrative Records and Estimation for Places: 1997—Con.**

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		From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>
<b>HUDSON TOWN, NH</b>									
42	<b>Wholesale trade</b> .....	1.4	12.9	D	D	D	D	D	D
421	Wholesale trade, durable goods .....	D	D	D	D	-	-	-	-
4211	Motor vehicle & motor vehicle parts & supplies whsle .....	D	D	D	D	-	-	-	-
4214	Professional & commercial equipment & supplies whsle .....	D	D	D	D	-	-	-	-
42149	Other professional equipment & supplies whsle .....	D	D	D	D	-	-	-	-
4216	Electrical goods whsle .....	D	D	D	D	-	-	-	-
42169	Other electronic parts & equipment whsle .....	D	D	D	D	-	-	-	-
4217	Hardware, & plumbing & heating equipment & supplies whsle .....	D	D	D	D	-	-	-	-
42173	Warm air heating & air-conditioning equipment & supplies whsle .....	D	D	D	D	-	-	-	-
4218	Machinery, equipment, & supplies whsle .....	-	10.7	D	D	-	-	-	-
42183	Industrial machinery & equipment whsle .....	D	D	D	D	-	-	-	-
42186	Transportation equipment & supplies (exc motor vehicle) whsle .....	D	D	D	D	-	-	-	-
4219	Miscellaneous durable goods whsle .....	D	D	D	D	-	-	-	-
422	Wholesale trade, nondurable goods .....	D	D	D	D	D	D	-	-
4223	Apparel, piece goods, & notions whsle .....	D	D	-	-	D	D	-	-
42234	Footwear whsle .....	D	D	-	-	-	-	-	-
4224	Grocery & related products whsle .....	D	D	-	-	-	-	-	-
4227	Petroleum & petroleum products whsle .....	D	D	D	D	-	-	-	-
<b>KEENE, NH</b>									
42	<b>Wholesale trade</b> .....	3.1	2.6	3.1	2.6	-	-	-	-
421	Wholesale trade, durable goods .....	12.5	8.7	12.5	8.7	-	-	-	-
4214	Professional & commercial equipment & supplies whsle .....	14.2	9.8	14.2	9.8	-	-	-	-
42143	Computer & computer peripheral equipment & software whsle .....	D	D	D	D	-	-	-	-
4218	Machinery, equipment, & supplies whsle .....	D	D	D	D	-	-	-	-
422	Wholesale trade, nondurable goods .....	.4	.8	.4	.9	-	-	-	-
4224	Grocery & related products whsle .....	D	D	D	D	-	-	-	-
42241	General-line grocery whsle .....	D	D	D	D	-	-	-	-
42249	Other grocery & related products whsle .....	D	D	-	-	-	-	-	-
4228	Beer, wine, & distilled alcoholic beverage whsle ..	D	D	-	-	-	-	-	-
42281	Beer & ale whsle .....	D	D	-	-	-	-	-	-
4229	Miscellaneous nondurable goods whsle .....	D	D	D	D	-	-	-	-
<b>LACONIA, NH</b>									
42	<b>Wholesale trade</b> .....	6.2	1.5	D	D	-	-	D	D
421	Wholesale trade, durable goods .....	D	D	D	D	-	-	D	D
4219	Miscellaneous durable goods whsle .....	D	D	D	D	-	-	-	-
422	Wholesale trade, nondurable goods .....	D	D	D	D	-	-	-	-
4223	Apparel, piece goods, & notions whsle .....	D	D	D	D	-	-	-	-
42231	Piece goods, notions, & other dry goods whsle ..	D	D	D	D	-	-	-	-
4227	Petroleum & petroleum products whsle .....	D	D	D	D	-	-	-	-
42271	Petroleum bulk stations & terminals .....	D	D	-	-	-	-	-	-
<b>LEBANON, NH</b>									
42	<b>Wholesale trade</b> .....	2.2	.6	3.6	1.0	D	D	D	D
421	Wholesale trade, durable goods .....	4.1	.6	D	D	-	-	-	-
4211	Motor vehicle & motor vehicle parts & supplies whsle .....	D	D	D	D	-	-	-	-
42114	Motor vehicle parts, (used) whsle .....	D	D	D	D	-	-	-	-
4218	Machinery, equipment, & supplies whsle .....	7.0	-	7.0	-	-	-	-	-
42183	Industrial machinery & equipment whsle .....	D	D	D	D	-	-	-	-
42184	Industrial supplies whsle .....	D	D	D	D	-	-	-	-
4219	Miscellaneous durable goods whsle .....	D	D	D	D	-	-	-	-
42191	Sporting & recreational goods & supplies whsle .....	D	D	D	D	-	-	-	-
422	Wholesale trade, nondurable goods .....	.1	.6	D	D	-	-	D	D
4224	Grocery & related products whsle .....	D	D	-	-	-	-	-	-
42249	Other grocery & related products whsle .....	D	D	-	-	-	-	-	-
4228	Beer, wine, & distilled alcoholic beverage whsle ..	D	D	-	-	-	-	D	D
42282	Wine & distilled alcoholic beverage whsle .....	D	D	-	-	-	-	D	D

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<b>LONDONDERRY TOWN, NH</b>									
<b>42</b>	<b>Wholesale trade .....</b>	<b>15.9</b>	<b>1.3</b>	<b>25.7</b>	<b>2.1</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods .....	7.6	.6	D	D	—	—	D	D
4211	Motor vehicle & motor vehicle parts & supplies whsle .....	D	D	D	D	—	—	—	—
42111	Automobile & other motor vehicle whsle .....	D	D	—	—	—	—	—	—
4214	Professional & commercial equipment & supplies whsle .....	D	D	D	D	—	—	—	—
4218	Machinery, equipment, & supplies whsle .....	3.9	—	D	D	—	—	—	—
42183	Industrial machinery & equipment whsle .....	D	D	D	D	—	—	—	—
4219	Miscellaneous durable goods whsle .....	D	D	—	—	—	—	D	D
422	Wholesale trade, nondurable goods .....	23.6	2.0	D	D	D	D	—	—
4224	Grocery & related products whsle .....	D	D	—	—	D	D	—	—
42245	Confectionery whsle .....	D	D	—	—	—	—	—	—
4227	Petroleum & petroleum products whsle .....	D	D	D	D	—	—	—	—
<b>MANCHESTER, NH</b>									
<b>42</b>	<b>Wholesale trade .....</b>	<b>1.7</b>	<b>1.5</b>	<b>2.3</b>	<b>1.9</b>	<b>—</b>	<b>.8</b>	<b>.3</b>	<b>—</b>
421	Wholesale trade, durable goods .....	1.7	1.7	2.2	2.2	D	D	D	D
4211	Motor vehicle & motor vehicle parts & supplies whsle .....	1.5	2.1	1.5	2.1	—	—	—	—
42111	Automobile & other motor vehicle whsle .....	D	D	D	D	—	—	—	—
42112	Motor vehicle supplies & new parts whsle .....	D	D	D	D	—	—	—	—
4212	Furniture & home furnishings whsle .....	2.0	—	—	—	—	—	—	—
4213	Lumber & other construction materials whsle .....	D	D	D	D	—	—	—	—
42131	Lumber, plywood, millwork, & wood panel whsle .....	D	D	—	—	—	—	—	—
42133	Roofing, siding, & insulation material whsle .....	D	D	—	—	—	—	—	—
4214	Professional & commercial equipment & supplies whsle .....	D	D	D	D	—	—	—	—
42143	Computer & computer peripheral equipment & software whsle .....	D	D	D	D	—	—	—	—
42144	Other commercial equipment whsle .....	D	D	D	D	—	—	—	—
4215	Metal & mineral (except petroleum) whsle .....	D	D	D	D	—	—	—	—
42151	Metal service centers & offices .....	D	D	D	D	—	—	—	—
4216	Electrical goods whsle .....	.8	1.1	D	D	D	D	—	—
42161	Electrical apparatus & equip, wiring supp, & const material whsle .....	D	D	D	D	D	D	—	—
42169	Other electronic parts & equipment whsle .....	D	D	D	D	—	—	—	—
4217	Hardware, & plumbing & heating equipment & supplies whsle .....	D	D	D	D	—	—	D	D
42171	Hardware whsle .....	D	D	D	D	—	—	—	—
42172	Plumbing & heating equipment & supplies (hydronics) whsle .....	D	D	—	—	—	—	D	D
42173	Warm air heating & air-conditioning equipment & supplies whsle .....	D	D	D	D	—	—	—	—
4218	Machinery, equipment, & supplies whsle .....	1.8	2.2	D	D	—	—	—	—
42183	Industrial machinery & equipment whsle .....	D	D	—	—	—	—	—	—
42184	Industrial supplies whsle .....	D	D	D	D	—	—	—	—
42185	Service establishment equipment & supplies whsle .....	D	D	.7	7.9	—	—	—	—
4219	Miscellaneous durable goods whsle .....	D	D	D	D	—	—	—	—
422	Wholesale trade, nondurable goods .....	1.8	1.3	2.4	1.5	D	D	D	D
4221	Paper & paper product whsle .....	1.1	.1	1.1	.1	—	—	—	—
4223	Apparel, piece goods, & notions whsle .....	D	D	—	—	—	—	—	—
4224	Grocery & related products whsle .....	.2	—	D	D	D	D	D	D
42249	Other grocery & related products whsle .....	D	D	D	D	D	D	—	—
4226	Chemical & allied products whsle .....	8.1	7.5	D	D	—	—	—	—
4227	Petroleum & petroleum products whsle .....	D	D	D	D	—	—	—	—
42271	Petroleum bulk stations & terminals .....	D	D	D	D	—	—	—	—
4228	Beer, wine, & distilled alcoholic beverage whsle .....	—	—	D	D	—	—	D	D
42281	Beer & ale whsle .....	D	D	D	D	—	—	—	—
42282	Wine & distilled alcoholic beverage whsle .....	D	D	—	—	—	—	D	D
4229	Miscellaneous nondurable goods whsle .....	D	D	D	D	—	—	—	—
42294	Tobacco & tobacco product whsle .....	D	D	—	—	—	—	—	—

See footnotes at end of table.



**Table 8. Percent of Sales Data Based on Administrative Records and Estimation for Places: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

NAICS code	Geographic area and kind of business	All types of operation percent of sales—		Merchant wholesalers percent of sales—		Manufacturers' sales branches and offices percent of sales—		Agents, brokers, and commission merchants percent of sales—	
		From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>
<b>MERRIMACK TOWN, NH</b>									
<b>42</b>	<b>Wholesale trade .....</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods .....	D	D	D	D	—	—	D	D
4211	Motor vehicle & motor vehicle parts & supplies whsle .....	D	D	D	D	—	—	—	—
42111	Automobile & other motor vehicle whsle .....	D	D	—	—	—	—	—	—
4216	Electrical goods whsle .....	—	2.5	D	D	—	—	D	D
42169	Other electronic parts & equipment whsle .....	D	D	—	—	—	—	D	D
4218	Machinery, equipment, & supplies whsle .....	1.5	.7	D	D	—	—	D	D
42183	Industrial machinery & equipment whsle .....	D	D	—	—	—	—	—	—
422	Wholesale trade, nondurable goods .....	D	D	D	D	D	D	—	—
4221	Paper & paper product whsle .....	D	D	—	—	—	—	—	—
4224	Grocery & related products whsle .....	D	D	—	—	—	—	—	—
42249	Other grocery & related products whsle .....	D	D	—	—	—	—	—	—
4226	Chemical & allied products whsle .....	D	D	—	—	—	—	—	—
42269	Other chemical & allied products whsle .....	D	D	—	—	—	—	—	—
<b>MILFORD TOWN, NH</b>									
<b>42</b>	<b>Wholesale trade .....</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods .....	D	D	D	D	—	—	—	—
4211	Motor vehicle & motor vehicle parts & supplies whsle .....	D	D	D	D	—	—	—	—
42111	Automobile & other motor vehicle whsle .....	D	D	—	—	—	—	—	—
4213	Lumber & other construction materials whsle .....	D	D	D	D	—	—	—	—
<b>NASHUA, NH</b>									
<b>42</b>	<b>Wholesale trade .....</b>	<b>2.1</b>	<b>2.8</b>	<b>3.8</b>	<b>3.7</b>	<b>—</b>	<b>2.0</b>	<b>1.6</b>	<b>—</b>
421	Wholesale trade, durable goods .....	2.0	2.8	4.2	4.3	D	D	D	D
4211	Motor vehicle & motor vehicle parts & supplies whsle .....	D	D	D	D	—	—	—	—
4212	Furniture & home furnishings whsle .....	D	D	—	—	—	—	—	—
4213	Lumber & other construction materials whsle .....	D	D	D	D	D	D	—	—
42131	Lumber, plywood, millwork, & wood panel whsle .....	D	D	D	D	—	—	—	—
4214	Professional & commercial equipment & supplies whsle .....	.3	5.4	D	D	D	D	D	D
42142	Office equipment whsle .....	D	D	D	D	—	—	—	—
42143	Computer & computer peripheral equipment & software whsle .....	D	D	D	D	D	D	—	—
4215	Metal & mineral (except petroleum) whsle .....	D	D	—	—	—	—	—	—
42151	Metal service centers & offices .....	D	D	—	—	—	—	—	—
4216	Electrical goods whsle .....	—	5.9	—	—	D	D	D	D
42169	Other electronic parts & equipment whsle .....	D	D	—	—	D	D	D	D
4217	Hardware, & plumbing & heating equipment & supplies whsle .....	D	D	D	D	—	—	—	—
4218	Machinery, equipment, & supplies whsle .....	15.7	—	26.8	—	D	D	D	D
42183	Industrial machinery & equipment whsle .....	22.1	—	D	D	—	—	D	D
42185	Service establishment equipment & supplies whsle .....	D	D	—	—	D	D	—	—
4219	Miscellaneous durable goods whsle .....	D	D	D	D	—	—	—	—
422	Wholesale trade, nondurable goods .....	2.7	2.7	2.7	2.1	D	D	D	D
4221	Paper & paper product whsle .....	8.8	1.8	D	D	—	—	—	—
42212	Stationery & office supplies whsle .....	D	D	D	D	—	—	—	—
4224	Grocery & related products whsle .....	—	5.0	D	D	—	—	—	—
42249	Other grocery & related products whsle .....	D	D	D	D	—	—	—	—
4226	Chemical & allied products whsle .....	1.0	—	D	D	—	—	—	—
42261	Plastics materials & basic forms & shapes whsle .....	D	D	D	D	—	—	—	—
42269	Other chemical & allied products whsle .....	D	D	D	D	—	—	—	—
4228	Beer, wine, & distilled alcoholic beverage whsle ..	D	D	—	—	—	—	—	—
42281	Beer & ale whsle .....	D	D	—	—	—	—	—	—
4229	Miscellaneous nondurable goods whsle .....	D	D	D	D	D	D	—	—
42292	Book, periodical, & newspaper whsle .....	D	D	—	—	—	—	—	—
42294	Tobacco & tobacco product whsle .....	D	D	—	—	—	—	—	—
<b>PELHAM TOWN, NH</b>									
<b>42</b>	<b>Wholesale trade .....</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>—</b>	<b>—</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods .....	D	D	D	D	—	—	—	—
4218	Machinery, equipment, & supplies whsle .....	D	D	D	D	—	—	—	—

See footnotes at end of table.

**Table 8. Percent of Sales Data Based on Administrative Records and Estimation for Places: 1997—Con.**

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NAICS code	Geographic area and kind of business	All types of operation percent of sales—		Merchant wholesalers percent of sales—		Manufacturers' sales branches and offices percent of sales—		Agents, brokers, and commission merchants percent of sales—	
		From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>
<b>PORTSMOUTH, NH</b>									
<b>42</b>	<b>Wholesale trade</b> .....	<b>1.0</b>	<b>1.4</b>	<b>1.0</b>	<b>.3</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods .....	1.9	3.5	D	D	D	D	D	D
4211	Motor vehicle & motor vehicle parts & supplies whsle .....	D	D	D	D	—	—	—	—
4213	Lumber & other construction materials whsle ....	—	—	—	—	—	—	—	—
42131	Lumber, plywood, millwork, & wood panel whsle .....	D	D	—	—	—	—	—	—
4214	Professional & commercial equipment & supplies whsle .....	D	D	D	D	—	—	—	—
42143	Computer & computer peripheral equipment & software whsle .....	D	D	D	D	—	—	—	—
4216	Electrical goods whsle .....	1.5	3.6	D	D	D	D	—	—
42161	Electrical apparatus & equip, wiring supp, & const material whsle .....	D	D	—	—	D	D	—	—
42169	Other electronic parts & equipment whsle .....	D	D	D	D	—	—	—	—
4217	Hardware, & plumbing & heating equipment & supplies whsle .....	D	D	—	—	—	—	—	—
42171	Hardware whsle .....	D	D	—	—	—	—	—	—
4218	Machinery, equipment, & supplies whsle .....	D	D	D	D	—	—	—	—
42184	Industrial supplies whsle .....	.9	—	.9	—	—	—	—	—
4219	Miscellaneous durable goods whsle .....	20.3	42.6	D	D	—	—	—	—
422	Wholesale trade, nondurable goods .....	.4	.1	D	D	D	D	—	—
4221	Paper & paper product whsle .....	D	D	D	D	—	—	—	—
42213	Industrial & personal service paper whsle .....	D	D	D	D	—	—	—	—
4222	Drugs, & druggists' sundries whsle .....	D	D	—	—	—	—	—	—
42221	Drugs, & druggists' sundries whsle .....	D	D	—	—	—	—	—	—
4224	Grocery & related products whsle .....	D	D	D	D	—	—	—	—
42242	Packaged frozen food whsle .....	D	D	D	D	—	—	—	—
4226	Chemical & allied products whsle .....	—	.4	—	.4	—	—	—	—
42269	Other chemical & allied products whsle .....	D	D	D	D	—	—	—	—
4227	Petroleum & petroleum products whsle .....	D	D	D	D	—	—	—	—
42271	Petroleum bulk stations & terminals .....	D	D	D	D	—	—	—	—
42272	Petroleum & petroleum prod whsle (exc bulk stations & terminals) .....	D	D	D	D	—	—	—	—
<b>ROCHESTER, NH</b>									
<b>42</b>	<b>Wholesale trade</b> .....	<b>3.6</b>	<b>1.6</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods .....	D	D	D	D	D	D	—	—
4216	Electrical goods whsle .....	D	D	—	—	—	—	—	—
42169	Other electronic parts & equipment whsle .....	D	D	—	—	—	—	—	—
4217	Hardware, & plumbing & heating equipment & supplies whsle .....	D	D	—	—	—	—	—	—
42171	Hardware whsle .....	D	D	—	—	—	—	—	—
422	Wholesale trade, nondurable goods .....	D	D	D	D	—	—	—	—
4223	Apparel, piece goods, & notions whsle .....	D	D	D	D	—	—	—	—
<b>SALEM TOWN, NH</b>									
<b>42</b>	<b>Wholesale trade</b> .....	<b>2.4</b>	<b>4.8</b>	<b>4.9</b>	<b>9.7</b>	<b>—</b>	<b>.2</b>	<b>—</b>	<b>.1</b>
421	Wholesale trade, durable goods .....	5.4	11.1	8.5	17.2	D	D	D	D
4211	Motor vehicle & motor vehicle parts & supplies whsle .....	D	D	D	D	—	—	—	—
42114	Motor vehicle parts, (used) whsle .....	D	D	D	D	—	—	—	—
4214	Professional & commercial equipment & supplies whsle .....	1.7	32.7	D	D	—	—	—	—
42143	Computer & computer peripheral equipment & software whsle .....	D	D	D	D	—	—	—	—
4216	Electrical goods whsle .....	11.9	8.8	17.8	13.2	—	—	—	—
42169	Other electronic parts & equipment whsle .....	D	D	D	D	—	—	—	—
4217	Hardware, & plumbing & heating equipment & supplies whsle .....	.2	—	D	D	—	—	—	—
42172	Plumbing & heating equipment & supplies (hydronics) whsle .....	D	D	—	—	—	—	—	—
42174	Refrigeration equipment & supplies whsle .....	D	D	—	—	—	—	—	—
4218	Machinery, equipment, & supplies whsle .....	2.6	9.1	D	D	—	—	—	—
42183	Industrial machinery & equipment whsle .....	.8	4.3	D	D	—	—	—	—
42184	Industrial supplies whsle .....	D	D	D	D	—	—	—	—
4219	Miscellaneous durable goods whsle .....	D	D	D	D	—	—	—	—

See footnotes at end of table.

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	<b>SALEM TOWN, NH—Con.</b>								
<b>42</b>	<b>Wholesale trade—Con.</b>								
422	Wholesale trade, nondurable goods .....	.2	.2	.6	.6	D	D	D	D
4221	Paper & paper product whsle .....	D	D	—	—	—	—	—	—
4223	Apparel, piece goods, & notions whsle .....	D	D	D	D	—	—	—	—
42234	Footwear whsle .....	D	D	D	D	—	—	—	—
4224	Grocery & related products whsle .....	D	D	D	D	D	D	D	D
42244	Poultry & poultry product whsle .....	D	D	—	—	—	—	D	D
42249	Other grocery & related products whsle .....	—	.8	D	D	D	D	—	—
4226	Chemical & allied products whsle .....	D	D	D	D	—	—	—	—
42269	Other chemical & allied products whsle .....	D	D	—	—	—	—	—	—
	<b>SOMERSWORTH, NH</b>								
<b>42</b>	<b>Wholesale trade .....</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>	—	—	—	—
421	Wholesale trade, durable goods .....	D	D	D	D	—	—	—	—
4218	Machinery, equipment, & supplies whsle .....	D	D	D	D	—	—	—	—
422	Wholesale trade, nondurable goods .....	D	D	D	D	—	—	—	—
4223	Apparel, piece goods, & notions whsle .....	D	D	D	D	—	—	—	—
	<b>BALANCE OF HILLSBOROUGH COUNTY, NH</b>								
<b>42</b>	<b>Wholesale trade .....</b>	<b>7.0</b>	<b>4.6</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods .....	8.4	2.0	D	D	—	—	D	D
4211	Motor vehicle & motor vehicle parts & supplies whsle .....	D	D	D	D	—	—	—	—
4213	Lumber & other construction materials whsle .....	D	D	D	D	—	—	D	D
42131	Lumber, plywood, millwork, & wood panel whsle .....	D	D	D	D	—	—	—	—
4214	Professional & commercial equipment & supplies whsle .....	1.2	2.7	D	D	—	—	—	—
42143	Computer & computer peripheral equipment & software whsle .....	1.3	.6	D	D	—	—	—	—
4216	Electrical goods whsle .....	20.9	1.9	D	D	—	—	D	D
42169	Other electronic parts & equipment whsle .....	22.2	.1	D	D	—	—	D	D
4218	Machinery, equipment, & supplies whsle .....	3.1	4.9	D	D	—	—	—	—
42183	Industrial machinery & equipment whsle .....	1.3	6.0	D	D	—	—	—	—
4219	Miscellaneous durable goods whsle .....	D	D	D	D	—	—	—	—
42191	Sporting & recreational goods & supplies whsle .....	D	D	D	D	—	—	—	—
422	Wholesale trade, nondurable goods .....	.9	16.1	D	D	D	D	D	D
4221	Paper & paper product whsle .....	D	D	—	—	—	—	—	—
4224	Grocery & related products whsle .....	D	D	—	—	—	—	—	—
42249	Other grocery & related products whsle .....	D	D	—	—	—	—	—	—
4226	Chemical & allied products whsle .....	2.7	29.7	D	D	—	—	—	—
42269	Other chemical & allied products whsle .....	D	D	—	—	—	—	—	—
4229	Miscellaneous nondurable goods whsle .....	D	D	—	—	—	—	D	D
42299	Other miscellaneous nondurable goods whsle .....	D	D	—	—	—	—	D	D

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<b>BALANCE OF MERRIMACK COUNTY, NH</b>									
<b>42</b>	<b>Wholesale trade .....</b>	<b>2.0</b>	<b>2.0</b>	<b>2.4</b>	<b>1.6</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods .....	D	D	D	D	—	—	D	D
4211	Motor vehicle & motor vehicle parts & supplies whsle .....	D	D	D	D	—	—	—	—
42111	Automobile & other motor vehicle whsle .....	D	D	—	—	—	—	—	—
4213	Lumber & other construction materials whsle .....	D	D	—	—	—	—	—	—
42132	Brick, stone, & related construction materials whsle .....	D	D	—	—	—	—	—	—
4214	Professional & commercial equipment & supplies whsle .....	D	D	D	D	—	—	—	—
42143	Computer & computer peripheral equipment & software whsle .....	D	D	D	D	—	—	—	—
4216	Electrical goods whsle .....	D	D	D	D	—	—	D	D
42161	Electrical apparatus & equip, wiring supp, & const material whsle .....	D	D	—	—	—	—	—	—
4218	Machinery, equipment, & supplies whsle .....	D	D	D	D	—	—	—	—
42181	Construction & mining (except petroleum) machinery & equip whsle .....	D	D	D	D	—	—	—	—
42183	Industrial machinery & equipment whsle .....	D	D	—	—	—	—	—	—
42185	Service establishment equipment & supplies whsle .....	D	D	D	D	—	—	—	—
4219	Miscellaneous durable goods whsle .....	D	D	D	D	—	—	—	—
42199	Other miscellaneous durable goods whsle .....	D	D	D	D	—	—	—	—
422	Wholesale trade, nondurable goods .....	D	D	D	D	—	—	D	D
4221	Paper & paper product whsle .....	D	D	D	D	—	—	—	—
4224	Grocery & related products whsle .....	D	D	D	D	—	—	—	—
42244	Poultry & poultry product whsle .....	D	D	D	D	—	—	—	—
42249	Other grocery & related products whsle .....	D	D	—	—	—	—	—	—
4226	Chemical & allied products whsle .....	D	D	D	D	—	—	—	—
42269	Other chemical & allied products whsle .....	D	D	D	D	—	—	—	—
4228	Beer, wine, & distilled alcoholic beverage whsle ..	D	D	—	—	—	—	D	D
42282	Wine & distilled alcoholic beverage whsle .....	D	D	—	—	—	—	D	D
4229	Miscellaneous nondurable goods whsle .....	D	D	D	D	—	—	—	—
42292	Book, periodical, & newspaper whsle .....	D	D	D	D	—	—	—	—
<b>BALANCE OF ROCKINGHAM COUNTY, NH</b>									
<b>42</b>	<b>Wholesale trade .....</b>	<b>3.7</b>	<b>1.5</b>	<b>4.2</b>	<b>1.2</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods .....	7.8	4.7	D	D	—	—	D	D
4211	Motor vehicle & motor vehicle parts & supplies whsle .....	4.9	6.9	D	D	—	—	—	—
42111	Automobile & other motor vehicle whsle .....	2.6	6.9	2.6	6.9	—	—	—	—
42112	Motor vehicle supplies & new parts whsle .....	D	D	—	—	—	—	—	—
4212	Furniture & home furnishings whsle .....	D	D	D	D	—	—	—	—
42121	Furniture whsle .....	D	D	D	D	—	—	—	—
4213	Lumber & other construction materials whsle .....	.8	.1	.8	.1	—	—	—	—
42131	Lumber, plywood, millwork, & wood panel whsle .....	D	D	D	D	—	—	—	—
4214	Professional & commercial equipment & supplies whsle .....	5.8	—	7.1	—	—	—	—	—
42141	Photographic equipment & supplies whsle .....	D	D	—	—	—	—	—	—
42143	Computer & computer peripheral equipment & software whsle .....	11.3	—	D	D	—	—	—	—
42149	Other professional equipment & supplies whsle .....	D	D	D	D	—	—	—	—
4215	Metal & mineral (except petroleum) whsle .....	D	D	—	—	—	—	—	—
42151	Metal service centers & offices .....	D	D	—	—	—	—	—	—
4216	Electrical goods whsle .....	1.3	1.9	2.0	2.9	—	—	—	—
42169	Other electronic parts & equipment whsle .....	D	D	D	D	—	—	—	—
4217	Hardware, & plumbing & heating equipment & supplies whsle .....	.9	46.3	D	D	—	—	—	—
4218	Machinery, equipment, & supplies whsle .....	10.0	.5	12.1	.6	—	—	D	D
42183	Industrial machinery & equipment whsle .....	6.0	.6	6.7	.7	—	—	—	—
42184	Industrial supplies whsle .....	D	D	—	—	—	—	—	—
4219	Miscellaneous durable goods whsle .....	D	D	D	D	—	—	D	D
42191	Sporting & recreational goods & supplies whsle .....	D	D	D	D	—	—	—	—
42193	Recyclable material whsle .....	D	D	D	D	—	—	—	—
42199	Other miscellaneous durable goods whsle .....	D	D	D	D	—	—	—	—

See footnotes at end of table.

**Table 8. Percent of Sales Data Based on Administrative Records and Estimation for Places: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

NAICS code	Geographic area and kind of business	All types of operation percent of sales—		Merchant wholesalers percent of sales—		Manufacturers' sales branches and offices percent of sales—		Agents, brokers, and commission merchants percent of sales—	
		From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>
	<b>BALANCE OF ROCKINGHAM COUNTY, NH—Con.</b>								
<b>42</b>	<b>Wholesale trade—Con.</b>								
422	Wholesale trade, nondurable goods .....	2.1	.2	D	D	D	D	D	D
4221	Paper & paper product whsle .....	D	D	—	—	—	—	D	D
42212	Stationery & office supplies whsle .....	D	D	—	—	—	—	D	D
4223	Apparel, piece goods, & notions whsle .....	D	D	D	D	—	—	—	—
42231	Piece goods, notions, & other dry goods whsle .	D	D	—	—	—	—	—	—
42234	Footwear whsle .....	D	D	D	D	—	—	—	—
4224	Grocery & related products whsle .....	12.1	.1	18.9	.1	—	—	D	D
42245	Confectionery whsle .....	D	D	D	D	—	—	—	—
42249	Other grocery & related products whsle .....	D	D	D	D	—	—	—	—
4226	Chemical & allied products whsle .....	D	D	18.4	—	—	—	—	—
42261	Plastics materials & basic forms & shapes whsle .....	D	D	D	D	—	—	—	—
42269	Other chemical & allied products whsle .....	D	D	D	D	—	—	—	—
4227	Petroleum & petroleum products whsle .....	—	—	—	—	—	—	—	—
42271	Petroleum bulk stations & terminals .....	D	D	D	D	—	—	—	—
4228	Beer, wine, & distilled alcoholic beverage whsle .	D	D	—	—	—	—	—	—
42281	Beer & ale whsle .....	D	D	—	—	—	—	—	—
4229	Miscellaneous nondurable goods whsle .....	D	D	D	D	—	—	D	D
42291	Farm supplies whsle .....	D	D	D	D	—	—	—	—
42299	Other miscellaneous nondurable goods whsle .	D	D	—	—	—	—	D	D
	<b>BALANCE OF STRAFFORD COUNTY, NH</b>								
<b>42</b>	<b>Wholesale trade .....</b>	<b>4.1</b>	<b>1.7</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods .....	7.4	3.0	7.4	3.0	—	—	—	—
4218	Machinery, equipment, & supplies whsle .....	—	—	—	—	—	—	—	—
42185	Service establishment equipment & supplies whsle .....	D	D	D	D	—	—	—	—
422	Wholesale trade, nondurable goods .....	—	—	D	D	—	—	—	—
4224	Grocery & related products whsle .....	D	D	D	D	—	—	—	—
	<b>BALANCE OF BELKNAP COUNTY, NH</b>								
<b>42</b>	<b>Wholesale trade .....</b>	<b>1.9</b>	<b>2.1</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods .....	D	D	D	D	—	—	D	D
4214	Professional & commercial equipment & supplies whsle .....	D	D	—	—	—	—	—	—
4215	Metal & mineral (except petroleum) whsle .....	D	D	D	D	—	—	—	—
42151	Metal service centers & offices .....	D	D	D	D	—	—	—	—
4218	Machinery, equipment, & supplies whsle .....	D	D	D	D	—	—	—	—
42183	Industrial machinery & equipment whsle .....	D	D	D	D	—	—	—	—
422	Wholesale trade, nondurable goods .....	D	D	D	D	D	D	—	—
4224	Grocery & related products whsle .....	D	D	—	—	—	—	—	—
42249	Other grocery & related products whsle .....	D	D	—	—	—	—	—	—
	<b>BALANCE OF CARROLL COUNTY, NH</b>								
<b>42</b>	<b>Wholesale trade .....</b>	<b>9.0</b>	<b>1.3</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods .....	D	D	D	D	—	—	D	D
4219	Miscellaneous durable goods whsle .....	D	D	D	D	—	—	—	—
422	Wholesale trade, nondurable goods .....	D	D	D	D	—	—	—	—
4224	Grocery & related products whsle .....	2.7	—	D	D	—	—	—	—
42249	Other grocery & related products whsle .....	D	D	D	D	—	—	—	—
422490	Other grocery & related products whsle .....	D	D	D	D	—	—	—	—

See footnotes at end of table.

**Table 8. Percent of Sales Data Based on Administrative Records and Estimation for Places: 1997—Con.**

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

NAICS code	Geographic area and kind of business	All types of operation percent of sales—		Merchant wholesalers percent of sales—		Manufacturers' sales branches and offices percent of sales—		Agents, brokers, and commission merchants percent of sales—	
		From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>	From administrative records <sup>1</sup>	Estimated <sup>2</sup>
<b>BALANCE OF CHESHIRE COUNTY, NH</b>									
<b>42</b>	<b>Wholesale trade .....</b>	<b>1.6</b>	<b>1.9</b>	<b>2.1</b>	<b>2.5</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods .....	2.8	4.6	D	D	D	D	—	—
4214	Professional & commercial equipment & supplies whsle .....	2.2	—	D	D	—	—	—	—
42145	Medical, dental, & hospital equipment & supplies whsle .....	—	—	D	D	—	—	—	—
4217	Hardware, & plumbing & heating equipment & supplies whsle .....	D	D	—	—	—	—	—	—
42172	Plumbing & heating equipment & supplies (hydronics) whsle .....	D	D	—	—	—	—	—	—
4218	Machinery, equipment, & supplies whsle .....	D	D	D	D	—	—	—	—
42182	Farm & garden machinery & equipment whsle .....	D	D	D	D	—	—	—	—
4219	Miscellaneous durable goods whsle .....	D	D	D	D	—	—	—	—
42199	Other miscellaneous durable goods whsle .....	D	D	—	—	—	—	—	—
422	Wholesale trade, nondurable goods .....	.7	—	D	D	—	—	—	—
4224	Grocery & related products whsle .....	D	D	D	D	—	—	—	—
42241	General-line grocery whsle .....	D	D	D	D	—	—	—	—
<b>BALANCE OF COOS COUNTY, NH</b>									
<b>42</b>	<b>Wholesale trade .....</b>	<b>11.9</b>	<b>.7</b>	<b>11.9</b>	<b>.7</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
421	Wholesale trade, durable goods .....	D	D	D	D	—	—	—	—
4211	Motor vehicle & motor vehicle parts & supplies whsle .....	D	D	D	D	—	—	—	—
4218	Machinery, equipment, & supplies whsle .....	D	D	D	D	—	—	—	—
422	Wholesale trade, nondurable goods .....	D	D	D	D	—	—	—	—
4229	Miscellaneous nondurable goods whsle .....	D	D	D	D	—	—	—	—
<b>BALANCE OF GRAFTON COUNTY, NH</b>									
<b>42</b>	<b>Wholesale trade .....</b>	<b>5.7</b>	<b>3.4</b>	<b>6.6</b>	<b>4.1</b>	<b>—</b>	<b>—</b>	<b>.8</b>	<b>—</b>
421	Wholesale trade, durable goods .....	3.7	4.1	D	D	—	—	D	D
4211	Motor vehicle & motor vehicle parts & supplies whsle .....	D	D	D	D	—	—	—	—
4213	Lumber & other construction materials whsle ....	D	D	D	D	—	—	D	D
4214	Professional & commercial equipment & supplies whsle .....	D	D	D	D	—	—	—	—
42143	Computer & computer peripheral equipment & software whsle .....	D	D	D	D	—	—	—	—
4218	Machinery, equipment, & supplies whsle .....	9.8	—	9.8	—	—	—	—	—
4219	Miscellaneous durable goods whsle .....	D	D	D	D	—	—	D	D
42199	Other miscellaneous durable goods whsle .....	D	D	D	D	—	—	D	D
422	Wholesale trade, nondurable goods .....	9.3	2.3	D	D	—	—	—	—
4224	Grocery & related products whsle .....	D	D	D	D	—	—	—	—
4227	Petroleum & petroleum products whsle .....	D	D	D	D	—	—	—	—
42271	Petroleum bulk stations & terminals .....	D	D	—	—	—	—	—	—
<b>BALANCE OF SULLIVAN COUNTY, NH</b>									
<b>42</b>	<b>Wholesale trade .....</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>D</b>
421	Wholesale trade, durable goods .....	D	D	D	D	—	—	—	—
4213	Lumber & other construction materials whsle ....	D	D	D	D	—	—	—	—
42131	Lumber, plywood, millwork, & wood panel whsle .....	D	D	D	D	—	—	—	—
4218	Machinery, equipment, & supplies whsle .....	D	D	D	D	—	—	—	—
422	Wholesale trade, nondurable goods .....	D	D	—	—	—	—	—	—
4224	Grocery & related products whsle .....	D	D	—	—	—	—	—	—
42249	Other grocery & related products whsle .....	D	D	—	—	—	—	—	—

<sup>1</sup>Includes sales information obtained from administrative records of other Federal agencies.

<sup>2</sup>Includes sales information which was imputed based on historic company ratios or administrative records, or on industry averages.

# Appendix A.

## Explanation of Terms

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### **ANNUAL PAYROLL (\$1,000)**

Payroll includes all forms of compensation, such as salaries, wages, commissions, dismissal pay, bonuses, vacation allowances, sick-leave pay, and employee contributions to qualified pension plans paid during the year to all employees. For corporations, payroll includes amounts paid to officers and executives; for unincorporated businesses, it does not include profit or other compensation of proprietors or partners. Payroll is reported before deductions for social security, income tax, insurance, union dues, etc. This definition of payroll is the same as that used by the Internal Revenue Service (IRS) on Form 941.

### **BEGINNING-OF-YEAR INVENTORIES (\$1,000)**

The total value of merchandise inventories an establishment owned on December 31, 1996. Inventories must be located in the United States and its possessions, including Foreign Trade Zones in the United States, even if portions of these inventories were held at other locations. Exclude the value of inventories held by this establishment but owned by others.

### **END-OF-YEAR INVENTORIES (\$1,000)**

The total value of merchandise inventories owned on December 31, 1997. Inventories must be located in the United States and its possessions, including Foreign Trade Zones in the United States, even if portions of these inventories were held at other locations. Exclude the value of inventories held by this establishment but owned by others.

### **FIRST-QUARTER PAYROLL (\$1,000)**

Represents payroll paid to persons employed at any time during the quarter January to March 1997.

### **NUMBER OF EMPLOYEES**

Paid employees consists of full-time and part-time employees, including salaried officers and executives of corporations. Included are employees on paid sick leave, paid holidays, and paid vacations; not included are proprietors and partners of unincorporated businesses. The definition of paid employees is the same as that used on IRS Form 941.

### **WHOLESALE TRADE**

### **NUMBER OF ESTABLISHMENTS**

An establishment is a single physical location at which business is conducted and/or services are provided. It is not necessarily identical with a company or enterprise, which may consist of one establishment or more. Economic census figures represent a summary of reports for individual establishments rather than companies. For cases where a census report was received, separate information was obtained for each location where business was conducted. When administrative records of other Federal agencies were used instead of a census report, no information was available on the number of locations operated. Each economic census establishment was tabulated according to the physical location at which the business was conducted. The count of establishments represents those in business at any time during 1997.

When two activities or more were carried on at a single location under a single ownership, all activities generally were grouped together as a single establishment. The entire establishment was classified on the basis of its major activity and all data for it were included in that classification. However, when distinct and separate economic activities (for which different industry classification codes were appropriate) were conducted at a single location under a single ownership, separate establishment reports for each of the different activities were obtained in the census.

### **OPERATING EXPENSES (\$1,000)**

Includes payroll, employee benefits, interest and rent expenses, payroll taxes, cost of supplies used for operation, depreciation expenses, fundraising expenses, contracted or purchased services, and other expenses charged to operations during 1997. Expenses exclude cost of goods sold, income taxes, and interest for wholesale establishments; outlays for the purchase of real estate; construction and all other capital improvements; funds invested; assessments or dues paid to the parent or other chapters of the same organization; and, for fundraising organizations, funds transferred to charities and other organizations.

### **SALES, RECEIPTS, OR REVENUE ESTIMATED (PERCENT)**

Percent of total sales/receipts/revenue that was imputed based on historic company ratios or administrative records, or on industry averages.

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**SALES, RECEIPTS, OR REVENUE FROM ADMINISTRATIVE RECORDS (PERCENT)**

Percent of total sales/receipts/revenue obtained from administrative records of other Federal agencies.

**SALES (\$1,000)**

Includes the total sales, shipments, receipts, revenue, or business done by establishments within the scope of the economic census.

Sales include merchandise sold for cash or credit by establishments primarily engaged in wholesale trade; receipts from rental or leasing of vehicles, equipment, instruments, tools, etc.; receipts for delivery, installation, maintenance, repair, alteration, storage, and other services; and gasoline, liquor, tobacco, and other excise taxes which are paid by the manufacturer and passed on to the wholesaler.

Sales are net after deductions for refunds and allowances for merchandise returned by customers. Trade-in

allowances are not deducted from total sales. Total sales do not include carrying or other credit charges; sales (or other) taxes collected from customers and forwarded to taxing authorities; and nonoperating income from such sources as investments, rental or sale of real estate, etc.

Sales in this report do not include wholesale sales made by manufacturers, retailers, service establishments, or other businesses whose primary activity is other than wholesale trade. They do include receipts other than from the sale of merchandise at wholesale, e.g., service receipts, retail sales, etc., by establishments primarily engaged in wholesale trade.

Sales figures include sales of all establishments in business at any time during the year. Sales shown for agents and brokers represented the value of the goods involved in the transactions rather than the commissions received or earnings.



# Appendix B.

## NAICS Codes, Titles, and Descriptions

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### 42 WHOLESALE TRADE

The Wholesale Trade sector comprises establishments engaged in wholesaling merchandise, generally without transformation, and rendering services incidental to the sale of merchandise.

The wholesaling process is an intermediate step in the distribution of merchandise. Wholesalers are organized to sell or arrange the purchase or sale of (a) goods for resale (i.e., goods sold to other wholesalers or retailers), (b) capital or durable nonconsumer goods, and (c) raw and intermediate materials and supplies used in production.

Wholesalers sell merchandise to other businesses and normally operate from a warehouse or office. These warehouses and offices are characterized by having little or no display of merchandise. In addition, neither the design nor the location of the premises is intended to solicit walk-in traffic. Wholesalers do not normally use advertising directed to the general public. Customers are generally reached initially via telephone, in-person marketing, or by specialized advertising that may include Internet and other electronic means. Follow-up orders are either vendor-initiated or client-initiated, generally based on previous sales, and typically exhibit strong ties between sellers and buyers. In fact, transactions are often conducted between wholesalers and clients that have long-standing business relationships.

This sector comprises two main types of wholesalers: those that sell goods on their own account and those that arrange sales and purchases for others for a commission or fee.

1. Establishments that sell goods on their own account are known as wholesale merchants, distributors, jobbers, drop shippers, import/export merchants, and sales branches. These establishments typically maintain their own warehouse, where they receive and handle goods for their customers. Goods are generally sold without transformation, but may include integral functions, such as sorting, packaging, labeling, and other marketing services.
2. Establishments arranging for the purchase or sale of goods owned by others or purchasing goods on a commission basis are known as agents and brokers, commission merchants, import/export agents and brokers, auction companies, and manufacturers' representatives. These establishments operate from offices and generally do not own or handle the goods they sell.

Some wholesale establishments may be connected with a single manufacturer and promote and sell the particular manufacturers' products to a wide range of other wholesalers or retailers. Other wholesalers may be connected to a retail chain or a limited number of retail chains and only provide a variety of products needed by that particular retail operation(s). These wholesalers may obtain the products from a wide range of manufacturers. Still other wholesalers may not take title to the goods, but act as agents and brokers for a commission.

Although, in general, wholesaling normally denotes sales in large volumes, durable nonconsumer goods may be sold in single units. Sales of capital or durable nonconsumer goods used in the production of goods and services, such as farm machinery, medium and heavy duty trucks, and industrial machinery, are always included in wholesale trade.

### 421 Wholesale trade, durable goods

Industries in the Wholesale Trade, Durable Goods subsector sell or arrange the purchase or sale of capital or durable goods to other businesses. Durable goods are new or used items generally with a normal life expectancy of three years or more. Durable goods wholesale trade establishments are engaged in wholesaling products, such as motor vehicles, furniture, construction materials, machinery and equipment (including household-type appliances), metals and minerals (except petroleum), sporting goods, toys and hobby goods, recyclable materials, and parts.

The detailed industries within the subsector are organized in the classification structure based on the products sold. Within an industry, the types of establishments may vary, including wholesale merchants and/or agents and brokers.

### 4211 Motor Vehicle and Motor Vehicle Parts and Supplies Wholesalers

This NAICS industry group includes establishments classified in the following NAICS Industries: 42111, Automobile and other motor vehicle wholesalers; 42112, Motor vehicle supplies and new parts wholesalers; 42113, Tire and tube wholesalers; 42114, Motor vehicle parts (used) wholesalers.

### 42111 Automobile and Other Motor Vehicle Wholesalers

This industry comprises establishments primarily engaged in wholesaling new and used passenger automobiles, trucks, trailers, and other motor vehicles, such as motorcycles, motor homes, and snowmobiles.

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### **421110 Automobile and Other Motor Vehicle Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling new and used passenger automobiles, trucks, trailers, and other motor vehicles, such as motorcycles, motor homes, and snowmobiles.

The data published with NAICS code 421110 include the following SIC industry:

5012 Automobiles and other motor vehicles

### **4211101 Automobile and Motorcycle Wholesalers**

Establishments primarily engaged in the wholesale distribution of new and used passenger vehicles (automobiles, motorcycles, motor scooters, and taxicabs), automobile trailers, and other similar vehicles.

### **4211102 Bus and Recreational Vehicle (Campers and Motor Homes) Wholesalers**

Establishments primarily engaged in the wholesale distribution of new and used buses and recreational vehicles.

### **4211103 Light Truck and Van (14,000 lb or Less) Wholesalers**

Establishments primarily engaged in the wholesale distribution of new and used light trucks and cargo vans under 14,000 lb. gross wt.

### **4211104 Medium Truck and Tractor (14,001 to 26,000 lb) Wholesalers**

Establishments primarily engaged in the wholesale distribution of new and used medium trucks and tractors 14,001 to 26,000 lb. gross wt.

### **4211105 Heavy Truck and Tractor (Over 26,000 lb) Wholesalers**

Establishments primarily engaged in the wholesale distribution of new and used heavy trucks and tractors over 26,000 lb. gross wt.

### **42112 Motor Vehicle Supplies and New Parts Wholesalers**

This industry comprises establishments primarily engaged in wholesaling motor vehicle supplies, accessories, tools, and equipment; and new motor vehicle parts (except new tires and tubes).

### **421120 Motor Vehicle Supplies and New Parts Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling motor vehicle supplies, accessories, tools, and equipment; and new motor vehicle parts (except new tires and tubes).

The data published with NAICS code 421120 include the following SIC industry:

5013 (pt) Motor vehicle supplies and new parts

### **4211201 Motor Vehicle Supplies and New Parts-Warehouse Distributors**

Establishments primarily engaged in selling for resale motor vehicle supplies and new parts from a warehouse. These establishments primarily sell to other wholesalers.

### **4211202 Motor Vehicle Supplies and New Parts-Jobbers**

Establishments primarily engaged in the wholesale distribution of motor vehicle supplies and new parts primarily from an office or warehouse and less than half of their sales are to other wholesalers.

### **4211203 Petroleum Products Marketing Equipment Wholesalers**

Establishments primarily engaged in the wholesale distribution of automotive service station equipment, automotive testing equipment, and automotive supplies for use in gasoline service or bulk stations.

### **42113 Tire and Tube Wholesalers**

This industry comprises establishments primarily engaged in wholesaling new and/or used tires and tubes for passenger and commercial vehicles.

### **421130 Tire and Tube Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling new and/or used tires and tubes for passenger and commercial vehicles.

The data published with NAICS code 421130 include the following SIC industry:

5014 (pt) Tires and tubes

### **42114 Motor Vehicle Parts (Used) Wholesalers**

This industry comprises establishments primarily engaged in wholesaling used motor vehicle parts (except used tires and tubes) and establishments primarily engaged in dismantling motor vehicles for the purpose of selling the parts.

### **421140 Motor Vehicle Parts (Used) Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling used motor vehicle parts (except used tires and tubes) and establishments primarily engaged in dismantling motor vehicles for the purpose of selling the parts.

The data published with NAICS code 421140 include the following SIC industry:

5015 Motor vehicle parts, used

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## **4212 Furniture and Home Furnishing Wholesalers**

This NAICS Industry Group includes establishments classified in the following NAICS Industries: 42121, Furniture wholesalers; and 42122, Home furnishings wholesalers.

### **42121 Furniture Wholesalers**

This industry comprises establishments primarily engaged in wholesaling furniture (except hospital beds, medical furniture, and drafting tables).

#### **421210 Furniture Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling furniture (except hospital beds, medical furniture, and drafting tables).

The data published with NAICS code 421210 include the following SIC industry:

5021 (pt) Furniture

#### **4212101 Household and Lawn Furniture Wholesalers**

Establishments primarily engaged in the wholesale distribution of household (including lawn) furniture, bedsprings, mattresses, and all such component furniture parts.

#### **4212102 Office and Business Furniture Wholesalers**

Establishments primarily engaged in the wholesale distribution of filing cabinets (wood or steel), office furniture, store furniture, and public furniture for public parks and buildings.

#### **42122 Home Furnishings Wholesalers**

This industry comprises establishments primarily engaged in wholesaling home furnishings and/or housewares.

#### **421220 Home Furnishing Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling home furnishings and/or housewares.

The data published with NAICS code 421220 include the following SIC industry:

5023 (pt) Home furnishings

#### **4212201 Household China, Glassware, and Crockery Wholesalers**

Establishments primarily engaged in the wholesale distribution of table and household china, glassware, and earthenware.

## **4212202 Linen, Domestic, Drapery, and Curtain Wholesalers**

Establishments primarily engaged in the wholesale distribution of bedspreads, blankets, pillowcases, bed sheets, table linens, bathroom linens (e.g., towels, bath mats), curtains, and shades.

### **4212203 Floor Coverings Wholesalers**

Establishments primarily engaged in the wholesale distribution of carpets, rugs, and all other types of hard and soft surface floor coverings (excluding ceramic and clay tile).

### **4212204 Other Home Furnishings Wholesalers**

Establishments primarily engaged in the wholesale distribution of aluminum ware, lamps, glass mirrors, kitchen tools and utensils, and other general home furnishings and home wares, including antiques.

## **4213 Lumber and Other Construction Materials Wholesalers**

This NAICS Industry Group includes establishments classified in the following NAICS Industries: 42131, Lumber, plywood, millwork, and wood panel wholesalers; 42132, Brick, stone, and related construction materials wholesalers; 42133, Roofing, siding, and insulation material wholesalers; 42139, Other construction materials wholesalers.

### **42131 Lumber, Plywood, Millwork, and Wood Panel Wholesalers**

This industry comprises establishments primarily engaged in wholesaling lumber; plywood; reconstituted wood fiber products; wood fencing; doors and windows and their frames (all materials); wood roofing and siding; and/or other wood or metal millwork.

#### **421310 Lumber, Plywood, Millwork, and Wood Panel Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling lumber; plywood; reconstituted wood fiber products; wood fencing; doors and windows and their frames (all materials); wood roofing and siding; and/or other wood or metal millwork.

The data published with NAICS code 421310 include the following SIC industry:

5031 (pt) Lumber, plywood, millwork, and wood panels

#### **4213101 Lumber Wholesalers (Without Yard)**

Establishments primarily engaged in the wholesale distribution of rough, dressed, and finished lumber. These establishments order the goods which are shipped direct from the supplier to the customers without intermediate storage.

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### **4213102 Lumber Wholesalers (With Yard)**

Establishments primarily engaged in the wholesale distribution of rough, dressed, and finished lumber primarily from a lot, warehouse, or office. These establishments perform warehousing and storage functions and usually make deliveries.

### **42131021 Lumber Wholesalers (With Yard)**

Establishments primarily engaged in the wholesale distribution of rough, dressed, and finished lumber primarily from a lot, warehouse, or office. These establishments perform warehousing and storage functions and usually make deliveries.

### **4213103 Plywood, Veneer, Millwork, and Wood Panel Wholesalers**

Establishments primarily engaged in the wholesale distribution of plywood (hardwood, softwood, and nonwood face), door and window frames, overhead doors, veneer, and other wood or metal millwork.

### **42131031 Plywood, Veneer, Millwork, and Wood Panel Wholesalers**

Establishments primarily engaged in the wholesale distribution of plywood (hardwood, softwood, and nonwood face), door and window frames, overhead doors, veneer, and other wood or metal millwork.

### **42132 Brick, Stone, and Related Construction Materials Wholesalers**

This industry comprises establishments primarily engaged in wholesaling stone, cement, lime, construction sand, and gravel; brick; asphalt and concrete mixtures; and/or concrete, stone, and structural clay products.

### **421320 Brick, Stone, and Related Construction Material Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling stone, cement, lime, construction sand, and gravel; brick; asphalt and concrete mixtures; and/or concrete, stone, and structural clay products

The data published with NAICS code 421320 include the following SIC industry:

5032 (pt) Brick, stone and related construction materials

### **4213201 Brick, Block, Tile, Clay/Cement Sewer Pipe Wholesalers**

Establishments primarily engaged in the wholesale distribution of brick (except refractory), block, and clay construction materials (except refractories).

### **42132011 Brick, Block, Tile, Clay/Cement Sewer Pipe Wholesalers**

Establishments primarily engaged in the wholesale distribution of brick (except refractory), block, and clay construction materials (except refractories).

### **4213202 Sand, Gravel, and Stone Wholesalers**

Establishments primarily engaged in the wholesale distribution of construction sand, gravel, and stone.

### **42132021 Sand, Gravel, and Stone Wholesalers**

Establishments primarily engaged in the wholesale distribution of construction sand, gravel, and stone.

### **4213203 Cement, Lime, and Related Products Wholesalers**

Establishments primarily engaged in the wholesale distribution of cement, lime, asphalt, and other related products.

### **42132031 Cement, Lime, and Related Products Wholesalers**

Establishments primarily engaged in the wholesale distribution of cement, lime, asphalt, and other related products.

### **42133 Roofing, Siding, and Insulation Material Wholesalers**

This industry comprises establishments primarily engaged in wholesaling nonwood roofing and nonwood siding and insulation materials.

### **421330 Roofing, Siding, and Insulation Material Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling nonwood roofing and nonwood siding and insulation materials.

The data published with NAICS code 421330 include the following SIC industry:

5033 (pt) Roofing, siding, and insulation materials

### **4213301 Roofing, Siding, and Insulation Materials Wholesalers**

Establishments primarily engaged in wholesaling nonwood roofing and nonwood siding and insulation materials.

### **42133011 Roofing, Siding, and Insulation Materials Wholesalers**

Establishments primarily engaged in wholesaling nonwood roofing and nonwood siding and insulation materials.

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### **42139 Other Construction Material Wholesalers**

This industry comprises (1) establishments primarily engaged in wholesaling manufactured homes (i.e., mobile homes) and/or prefabricated buildings and (2) establishments primarily engaged in wholesaling construction materials (except lumber, plywood, millwood, wood panel, brick, stone, roofing, siding, and insulation material).

### **421390 Other Construction Material Wholesalers**

This U.S. industry comprises (1) establishments primarily engaged in wholesaling manufactured homes (i.e., mobile homes) and/or prefabricated buildings and (2) establishments primarily engaged in wholesaling construction materials (except lumber, plywood, millwood, wood panel, brick, stone, roofing, siding, and insulation material).

The data published with NAICS code 421390 include the following SIC industry:

5039 (pt) Other construction materials

### **4213901 Flat Glass and Other Construction Glass Wholesalers**

Establishments primarily engaged in the wholesale distribution of flat glass, glass blocks, plate glass, window glass, and building glass.

### **42139011 Flat Glass and Other Construction Glass Wholesalers**

Establishments primarily engaged in the wholesale distribution of flat glass, glass blocks, plate glass, window glass, and building glass.

### **4213902 Other Construction Materials Wholesalers**

Establishments primarily engaged in the wholesale distribution of building and construction paper, plastics building materials, prefabricated structural assemblies (except wood), including modular homes, and other building materials.

### **42139021 Other Construction Materials Wholesalers**

Establishments primarily engaged in the wholesale distribution of building and construction paper, plastics building materials, prefabricated structural assemblies (except wood), including modular homes, and other building materials.

### **4214 Professional and Commercial Equipment and Supplies Wholesalers**

This NAICS Industry Group includes establishments classified in the following NAICS Industries: 42141, Photographic equipment and supplies wholesalers; 42142,

Office equipment wholesalers; 42143, Computer and computer peripheral equipment and software wholesalers; 42144, Other commercial equipment wholesalers; 42145, Medical, dental, and hospital equipment and supplies wholesalers; 42146, Ophthalmic goods wholesalers; and 42149, Other professional equipment and supplies wholesalers.

### **42141 Photographic Equipment and Supplies Wholesalers**

This industry comprises establishments primarily engaged in wholesaling photographic equipment and supplies (except office equipment).

### **421410 Photographic Equipment and Supplies Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling photographic equipment and supplies (except office equipment).

The data published with NAICS code 421410 include the following SIC industry:

5043 Photographic equipment and supplies

### **42142 Office Equipment Wholesalers**

This industry comprises establishments primarily engaged in wholesaling office machines and related equipment (except computers and computer peripheral equipment).

### **421420 Office Equipment Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling office machines and related equipment (except computers and computer peripheral equipment).

The data published with NAICS code 421420 include the following SIC industry:

5044 Office equipment

### **42143 Computer and Computer Peripheral Equipment and Software Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling computers, computer peripheral equipment, loaded computer boards, and/or computer software.

### **421430 Computer and Computer Peripheral Equipment and Software Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling computers, computer peripheral equipment, loaded computer boards, and/or computer software.

The data published with NAICS code 421430 include the following SIC industry:



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5045 (pt) Computers and computer peripheral equipment and software

#### **4214301 Computers and Peripheral Equipment Wholesalers**

Establishments primarily engaged in the wholesale distribution of new and used computer hardware and peripheral equipment.

#### **42143011 Computers and Peripheral Equipment, Sold for Resale**

Establishments primarily engaged in the wholesale distribution of new and used computer hardware and peripheral equipment primarily for the purpose of resale.

#### **42143012 Computers and Peripheral Equipment, Sold for End Use**

Establishments primarily engaged in the wholesale distribution of new and used computer hardware and peripheral equipment primarily for end use.

#### **4214302 Computer Software (Packaged) Wholesalers**

Establishments primarily engaged in the wholesale distribution of packaged computer software primarily for end use.

#### **42144 Other Commercial Equipment Wholesalers**

This industry comprises establishments primarily engaged in wholesaling commercial and related machines and equipment (except photographic equipment and supplies; office equipment; and computers and computer peripheral equipment and software) generally used in restaurants and stores.

#### **421440 Other Commercial Equipment Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling commercial and related machines and equipment (except photographic equipment and supplies; office equipment; and computers and computer peripheral equipment and software) generally used in restaurants and stores.

The data published with NAICS code 421440 include the following SIC industry:

5046 Other commercial equipment

#### **4214401 Restaurant and Hotel Equipment and Supplies Wholesalers**

Establishments primarily engaged in the wholesale distribution of restaurant and hotel equipment and supplies.

#### **4214402 Store Machines and Equipment Wholesalers**

Establishments primarily engaged in the wholesale distribution of store equipment (except furniture), machines, and fixtures.

#### **42145 Medical, Dental, and Hospital Equipment and Supplies Wholesalers**

This industry comprises establishments primarily engaged in wholesaling medical professional equipment, instruments, and supplies (except ophthalmic equipment, instruments and goods used by ophthalmologists, optometrists, and opticians).

#### **421450 Medical, Dental, and Hospital Equipment and Supplies Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling medical professional equipment, instruments, and supplies (except ophthalmic equipment, instruments and goods used by ophthalmologists, optometrists, and opticians).

The data published with NAICS code 421450 include the following SIC industry:

5047 (pt) Medical, dental, and hospital equipment and supplies

#### **4214501 Surgical, Medical, and Hospital Supplies Wholesalers**

Establishments primarily engaged in the wholesale distribution of surgical and medical instruments, apparatus, and equipment; orthopedic appliances; artificial limbs; operating room and other hospital equipment; x-ray machines and parts, medical; and other scientific instruments used by physicians and in hospitals.

#### **4214502 Dental Equipment and Supplies Wholesalers**

Establishments primarily engaged in the wholesale distribution of equipment and supplies used by dentists, such as drills, teeth, dental gold, equipment, chairs, sterilizers, X-rays, cabinets, and engines.

#### **42146 Ophthalmic Goods Wholesalers**

This industry comprises establishments primarily engaged in wholesaling professional equipment, instruments, and/or goods sold, prescribed, or used by ophthalmologists, optometrists, and opticians.

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#### **421460 Ophthalmic Goods Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling professional equipment, instruments, and/or goods sold, prescribed, or used by ophthalmologists, optometrists, and opticians.

The data published with NAICS code 421460 include the following SIC industry:

5048 Ophthalmic goods

#### **42149 Other Professional Equipment and Supplies Wholesalers**

This industry comprises establishments primarily engaged in wholesaling professional equipment and supplies (except ophthalmic goods and medical, dental, and hospital equipment and supplies).

#### **421490 Other Professional Equipment and Supplies Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling professional equipment and supplies (except ophthalmic goods and medical, dental, and hospital equipment and supplies).

The data published with NAICS code 421490 include the following SIC industry:

5049 (pt) Other professional equipment and supplies

#### **4214901 Religious and School Supplies Wholesalers**

Establishments primarily engaged in the wholesale distribution of church goods and religious articles, such as statuary, vestments, fonts, candles, religious pictures, and religious articles made from precious and semiprecious materials; and school equipment and supplies, such as black boards, chalk, rulers, and globes and wall maps.

#### **4214902 Other Professional Equipment and Supplies Wholesalers**

Establishments primarily engaged in the wholesale distribution of drafting instruments, veterinarians' equipment and supplies, professional equipment and supplies, scientific instruments and supplies, and laboratory equipment.

#### **4215 Metal and Mineral (Except Petroleum) Wholesalers**

This NAICS Industry Group includes establishments classified in the following NAICS Industries: 42151 Metal service centers and offices; and 42152, Coal and other mineral and ore wholesalers.

#### **42151 Metal Service Centers and Offices**

This industry comprises establishments primarily engaged in wholesaling products of the primary metals industries. Service centers maintain inventory and may perform functions, such as sawing, shearing, bending, leveling, cleaning, or edging, on a custom basis as part of sales transactions. Sales offices are usually affiliated or owned by a particular manufacturer and take orders but have no inventory.

#### **421510 Metal Service Centers and Offices**

This U.S. industry comprises establishments primarily engaged in wholesaling products of the primary metals industries. Service centers maintain inventory and may perform functions, such as sawing, shearing, bending, leveling, cleaning, or edging, on a custom basis as part of sales transactions. Sales offices are usually affiliated or owned by a particular manufacturer and take orders but have no inventory.

The data published with NAICS code 421510 include the following SIC industry:

5051 Metals service centers and offices

#### **4215101 Ferrous Metals Service Centers and Sales Offices**

Establishments primarily engaged in the wholesale distribution of semifinished ferrous metal products of foundries and mills.

#### **42151011 Ferrous Metals Service Centers**

Establishments primarily engaged in the wholesale distribution of semifinished ferrous metal products of foundries and mills that maintain warehouse inventory.

#### **42151012 Ferrous Metals Sales Offices**

Establishments primarily engaged in the wholesale distribution of semifinished ferrous metal products primarily from an office and not maintaining inventories.

#### **4215102 Nonferrous Metals Service Centers and Sales Offices**

Establishments primarily engaged in the wholesale distribution of semifinished nonferrous metal products (except precious metals).

#### **42151021 Nonferrous Metals Service Centers**

Establishments primarily engaged in the wholesale distribution of semifinished nonferrous metal products (except precious metals) and maintaining inventories.

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### **42151022 Nonferrous Metals Sales Offices**

Establishments primarily engaged in the wholesale distribution of semifinished nonferrous metal products (except precious metals) and not maintaining inventories.

### **42152 Coal and Other Mineral and Ore Wholesalers**

This industry comprises establishments primarily engaged in wholesaling coal, coke, metal ores, and/or nonmetallic minerals (except precious and semiprecious stones and minerals used in construction, such as sand and gravel).

### **421520 Coal and Other Mineral and Ore Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling coal, coke, metal ores, and/or nonmetallic minerals (except precious and semiprecious stones and minerals used in construction, such as sand and gravel).

The data published with NAICS code 421520 include the following SIC industry:

5052 Coal and other minerals and ores

### **4215201 Coal Wholesalers**

Establishments primarily engaged in the wholesale distribution of coal and coke.

### **4215202 Other Minerals and Ores Wholesalers**

Establishments primarily engaged in the wholesale distribution of precious metal ores, copper, iron, lead and other metallic ores (including concentrates) and crude nonmetallic minerals.

### **4216 Electrical Goods Wholesalers**

This NAICS Industry Group includes establishments classified in the following NAICS Industries: 42161, Electrical apparatus and equipment, wiring supplies, and construction material wholesalers; and 42162, Electrical appliance, television, and radio set wholesalers.

### **42161 Electrical Apparatus and Equipment, Wiring Supplies, and Construction Material Wholesalers**

This industry comprises establishments primarily engaged in wholesaling electrical construction materials; wiring supplies; electric light fixtures; light bulbs; and/or electrical power equipment for the generation, transmission, distribution, or control of electric energy.

### **421610 Electrical Apparatus and Equipment, Wiring Supplies, and Construction Material Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling electrical construction materials; wiring supplies; electric light fixtures; light bulbs; and/or electrical power equipment for the generation, transmission, distribution, or control of electric energy.

The data published with NAICS code 421610 include the following SIC industry:

5063 (pt) Electrical apparatus and equipment, wiring supplies, and construction materials

### **42162 Electrical Appliance, Television, and Radio Set Wholesalers**

This industry comprises establishments primarily engaged in wholesaling household-type electrical appliances, room air-conditioners, gas clothes dryers, and/or household-type audio or video equipment.

### **421620 Electrical Appliance, Television, and Radio Set Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling household-type electrical appliances, room air-conditioners, gas clothes dryers, and/or household-type audio or video equipment.

The data published with NAICS code 421620 include the following SIC industry:

5064 Electrical appliances, television, and radio sets

### **42169 Other Electronic Parts and Equipment Wholesalers**

This industry comprises establishments primarily engaged in wholesaling electronic parts and equipment (except electrical apparatus and equipment, wiring supplies and construction material; and electrical appliances, television and radio sets).

### **421690 Other Electronic Parts and Equipment Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling electronic parts and equipment (except electrical apparatus and equipment, wiring supplies and construction material; and electrical appliances, television and radio sets).

The data published with NAICS code 421690 include the following SIC industry:

5065 Other electronic parts and equipment

### **4216901 Communications Equipment and Supplies Wholesalers**

Establishments primarily engaged in the wholesale distribution of communications equipment.

### **4216902 Electronic Parts (Excluding Communications Equipment) Wholesalers**

Establishments primarily engaged in the wholesale distribution of electronic parts and equipment (except communications equipment).



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### **4217 Hardware, and Plumbing and Heating Equipment and Supplies Wholesalers**

This NAICS Industry Group includes establishments classified in the following NAICS Industries: 42171, Hardware wholesalers; 42172, Plumbing and heating equipment and supplies (hydronics) wholesalers; 42173, Warm air heating and air-conditioning equipment and supplies; and 42174, Refrigeration equipment and supplies wholesalers,

#### **42171 Hardware Wholesalers**

This industry comprises establishments primarily engaged in wholesaling hardware, knives, or handtools.

#### **421710 Hardware Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling hardware, knives, or handtools.

The data published with NAICS code 421710 include the following SIC industry:

5072 Hardware

#### **42172 Plumbing and Heating Equipment and Supplies (Hydronics) Wholesalers**

This industry comprises establishments primarily engaged in wholesaling plumbing equipment, hydronic heating equipment, household-type gas appliances (except gas clothes dryers), and/or supplies.

#### **421720 Plumbing and Heating Equipment and Supplies (Hydronics) Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling plumbing equipment, hydronic heating equipment, household-type gas appliances (except gas clothes dryers), and/or supplies.

The data published with NAICS code 421720 include the following SIC industry:

5074 (pt) Plumbing and heating equipment and supplies (hydronics)

#### **42173 Warm Air Heating and Air-Conditioning Equipment and Supplies Wholesalers**

This industry comprises establishments primarily engaged in wholesaling warm air heating and air-conditioning equipment and supplies.

#### **421730 Warm Air Heating and Air-Conditioning Equipment and Supplies Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling warm air heating and air-conditioning equipment and supplies.

The data published with NAICS code 421730 include the following SIC industry:

5075 Warm air heating and air-conditioning equipment and supplies

### **42174 Refrigeration Equipment and Supplies Wholesalers**

This industry comprises establishments primarily engaged in wholesaling refrigeration equipment (except household-type refrigerators, freezers, and air-conditioners).

#### **421740 Refrigeration Equipment and Supplies Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling refrigeration equipment (except household-type refrigerators, freezers, and air-conditioners).

The data published with NAICS code 421740 include the following SIC industry:

5078 Refrigeration equipment and supplies

### **4218 Machinery, Equipment, and Supplies Wholesalers**

This industry group comprises establishments primarily engaged in wholesaling construction, mining, farm, garden, industrial, service establishment, and transportation machinery, equipment and supplies.

#### **42181 Construction and Mining (Petroleum) Machinery and Equipment Wholesalers**

This industry comprises establishments primarily engaged in wholesaling specialized machinery, equipment, and related parts generally used in construction, mining (except petroleum) and logging activities.

#### **421810 Construction and Mining (Except Oil Well) Machinery and Equipment Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling specialized machinery, equipment, and related parts generally used in construction, mining (except oil well) and logging activities.

The data published with NAICS code 421810 include the following SIC industry:

5082 Construction and mining (except petroleum) machinery and equipment

#### **42182 Farm and Garden Machinery and Equipment Wholesalers**

This industry comprises establishments primarily engaged in wholesaling specialized machinery, equipment, and related parts generally used in agricultural, farm, and lawn and garden activities.

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### **421820 Farm and Garden Machinery and Equipment Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling specialized machinery, equipment, and related parts generally used in agricultural, farm, and lawn and garden activities.

The data published with NAICS code 421820 include the following SIC industry:

5083 (pt) Farm and garden machinery and equipment

### **4218201 Farm Machinery and Equipment—Farm Dealers**

Establishments primarily engaged in marketing farm machinery and equipment directly to farmers for farm use.

### **4218202 Farm Machinery and Equipment—Wholesale Distributors**

Establishments primarily engaged in marketing farm machinery and equipment directly to institutions, governments, farm dealers, export sales, and other nonfarm accounts.

### **4218203 Lawn and Garden Machinery and Equipment Wholesalers**

Establishments primarily engaged in the wholesale distribution of lawn and garden machinery and equipment.

### **42183 Industrial Machinery and Equipment wholesalers**

This industry comprises establishments primarily engaged in wholesaling specialized machinery, equipment, and related parts generally used in manufacturing, oil well, and warehousing activities.

### **421830 Industrial Machinery and Equipment Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling specialized machinery, equipment, and related parts generally used in manufacturing, oil well, and warehousing activities.

The data published with NAICS code 421830 include the following SIC industry:

5084 Industrial machinery and equipment  
5085 (pt) Industrial supplies

### **4218301 Food Processing Machinery and Equipment Wholesalers**

Establishments primarily engaged in the wholesale distribution of dairy products manufacturing machinery, milk products manufacturing equipment, bottling machinery and equipment, and other food product manufacturing machinery.

### **4218302 Hydraulic and Pneumatic (Fluid-Power) Machinery and Equipment Wholesalers**

Establishments primarily engaged in the wholesale distribution of hydraulic and pneumatic pumps, motors, parts, accessories, and supplies.

### **42183021 Hydraulic and Pneumatic Pumps and Motors Wholesalers**

Establishments primarily engaged in the wholesale distribution of hydraulic and pneumatic pumps and motors and the parts for them.

### **42183022 Hydraulic and Pneumatic Parts, Accessories, and Supplies Wholesalers**

Establishments primarily engaged in the wholesale distribution of hydraulic and pneumatic (fluid-power) commodities.

### **4218303 Other General Purpose Industrial Machinery and Equipment Wholesalers**

Establishments primarily engaged in the wholesale distribution of general purpose industrial machinery and equipment.

### **4218304 Metalworking Machinery and Equipment Wholesalers**

Establishments primarily engaged in the wholesale distribution of metalworking machinery and equipment and machine tool accessories.

### **4218305 Materials Handling Equipment Wholesalers**

Establishments primarily engaged in the wholesale distribution of fork lift trucks, industrial trucks and tractors, industrial cranes, conveyor systems, hoists, elevators, and other materials handling equipment.

### **4218306 Oil Well, Oil Refinery, and Pipeline Machinery, Equipment, and Supplies Wholesalers**

Establishments primarily engaged in the wholesale distribution of oil refining and oil well machinery, equipment, and supplies.

### **4218307 Other Industrial Machinery and Equipment Wholesalers**

Establishments primarily engaged in the wholesale distribution of specific-use industrial machinery and equipment.

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## **42184 Industrial Supplies Wholesalers**

This industry comprises establishments primarily engaged in wholesaling supplies used in machinery and equipment generally used in manufacturing, oil well, and warehousing activities.

### **421840 Industrial Supplies Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling supplies used in machinery and equipment generally used in manufacturing, oil well, and warehousing activities.

The data published with NAICS code 421840 include the following SIC industry:

5085 (pt) Industrial supplies

#### **4218401 General Line Industrial Supplies Wholesaler**

Establishments primarily engaged in the wholesale distribution of a combination or general line of industrial materials and supplies.

#### **4218402 Mechanical Power Transmission Supplies Wholesalers**

Establishments primarily engaged in the wholesale distribution of mechanical power transmission equipment and supplies.

#### **4218403 Welding Supplies Wholesalers**

Establishments primarily engaged in the wholesale distribution of gas-welding supplies (excluding gases), arc-welding supplies, and resistance-welding supplies.

#### **4218404 Industrial Containers and Supplies Wholesalers**

Establishments primarily engaged in the wholesale distribution of industrial containers and supplies.

#### **4218405 Industrial Valves and Fittings (Except Fluid-Power) Wholesalers**

Establishments primarily engaged in the wholesale distribution of valves and fittings, other than plumbing and heating, or hydraulic and pneumatic.

#### **4218406 Other Industrial Supplies Wholesalers**

Establishments primarily engaged in the wholesale distribution of industrial supplies, not included elsewhere.

## **42185 Service Establishment Equipment and Supplies Wholesalers**

This industry comprises establishments primarily engaged in wholesaling specialized equipment and supplies of the type used by service establishments (except specialized equipment and supplies used in offices, stores, hotels, restaurants, schools, health and medical facilities, photographic facilities, as well as specialized equipment used in transportation and construction activities).

### **421850 Service Establishment Equipment and Supplies Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling specialized equipment and supplies of the type used by service establishments (except specialized equipment and supplies used in offices, stores, hotels, restaurants, schools, health and medical facilities, photographic facilities, as well as specialized equipment used in transportation and construction activities).

The data published with NAICS code 421850 include the following SIC industry:

5087 (pt) Service establishment equipment and supplies

#### **4218501 Beauty and Barber Shop Equipment and Supplies Wholesalers**

Establishments primarily engaged in the wholesale distribution of barber shop and beauty parlor equipment and supplies (furniture, hydraulic chairs, driers, shampoos, wave solutions, permanent waving supplies, barber soaps, and manicuring supplies, etc.).

#### **4218502 Custodial and Janitors' Equipment and Supplies Wholesalers**

Establishments primarily engaged in the wholesale distribution of custodial and janitorial equipment and supplies.

#### **4218503 Laundry and Dry-Cleaning Equipment and Supplies Wholesalers**

Establishments primarily engaged in the wholesale distribution of equipment and supplies to the laundry and dry-cleaning trade, such as washing, drying, ironing, and pressing machines; laundry chemicals; dry-cleaning fluids; marking equipment; laundry trays and baskets.

#### **4218504 Other Service Establishment Equipment and Supplies Wholesalers**

Establishments primarily engaged in the wholesale distribution of municipality equipment and supplies (water systems, fire department supplies, and parking equipment), shoe service equipment and supplies, tailors'

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and furriers' supplies, upholsterers' supplies, undertakers' supplies, and other service establishment equipment and supplies not included elsewhere.

#### **42186 Transportation Equipment and Supplies (Except Motor Vehicle) Wholesalers**

This industry comprises establishments primarily engaged in wholesaling transportation equipment and supplies (except marine pleasure craft and motor vehicles).

#### **421860 Transportation Equipment and Supplies (Except Motor Vehicle) Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling transportation equipment and supplies (except marine pleasure craft and motor vehicles).

The data published with NAICS code 421860 include the following SIC industry:

5088 Transportation equipment and supplies, except motor vehicles

#### **4218601 Aircraft and Aeronautical Equipment and Supplies Wholesalers**

Establishments primarily engaged in the wholesale distribution of aircraft and aeronautical equipment and frames, parts, supplies, and accessories for such equipment.

#### **4218602 Marine Machinery, Equipment, and Supplies Wholesalers**

Establishments primarily engaged in the wholesale distribution of ships, boats, and marine propulsion machinery, equipment, and parts.

#### **4218603 Other Transportation Equipment and Supplies Wholesalers**

Establishments primarily engaged in the wholesale distribution of railroad equipment, such as rolling stock and maintenance equipment, and equipment and supplies used in the maintenance and repair of subways, tramways, aerial hoists, or horse drawn vehicles.

#### **4219 Miscellaneous Durable Goods Wholesalers**

This industry group comprises establishments primarily engaged in wholesaling sporting, recreational, toy, hobby, and jewelry goods and supplies, and precious stones and metals.

#### **42191 Sporting and Recreational Goods and Supplies wholesalers**

This industry comprises establishments primarily engaged in wholesaling sporting goods and accessories; billiard and pool supplies; sporting firearms and ammunition; and/or marine pleasure craft, equipment, and supplies.

#### **421910 Sporting and Recreational Goods and Supplies Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling sporting goods and accessories; billiard and pool supplies; sporting firearms and ammunition; and/or marine pleasure craft, equipment, and supplies.

The data published with NAICS code 421910 include the following SIC industry:

5091 Sporting and recreational goods and supplies

#### **42192 Toy and Hobby Goods and Supplies Wholesalers**

This industry comprises establishments primarily engaged in wholesaling games, toys, fireworks, playing cards, hobby goods and supplies, and/or related goods.

#### **421920 Toy and Hobby Goods and Supplies Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling games, toys, fireworks, playing cards, hobby goods and supplies, and/or related goods.

The data published with NAICS code 421920 include the following SIC industry:

5092 Toys and hobby goods and supplies

#### **42193 Recyclable Material Wholesalers**

This industry comprises establishments primarily engaged in wholesaling scrap from automotive, industrial, and other recyclable materials. Included in this industry are auto wreckers primarily engaged in dismantling motor vehicles for the purpose of wholesaling scrap.

#### **421930 Recyclable Material Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling scrap from automotive, industrial, and other recyclable materials. Included in this industry are auto wreckers primarily engaged in dismantling motor vehicles for the purpose of wholesaling scrap.

The data published with NAICS code 421930 include the following SIC industry:

5093 Recyclable materials

#### **4219301 Iron and Steel Scrap Processors and Dealers**

Establishments primarily engaged in selling all forms of scrap iron and scrap steel.

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**42193011 Iron and Steel Scrap Processors (Using Power Processing Equipment) Wholesalers**

Establishments primarily engaged in breaking up, sorting, and selling all forms of scrap iron and scrap steel using power processing equipment. Power processing equipment includes operating cranes, hydraulic or motor shears, baling equipment, cable strippers, etc.

**42193012 Iron and Steel Scrap Dealers (Not Using Power Processing Equipment)**

Establishments primarily engaged in selling all forms of scrap iron and scrap steel, but which do not operate power processing and preparation equipment.

**4219302 Recyclable Paper and Paperboard Wholesalers**

Establishments primarily engaged in the wholesale distribution of paper and paperboard scrap and waste.

**4219303 Other Recyclable Materials Wholesalers**

Establishments primarily engaged in the wholesale distribution of recyclable scrap and waste, nonferrous metals, textiles, glass, plastics, rubber, and oil.

**42194 Jewelry, Watch, Silverware, Precious Stone, and Precious Metal Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling jewelry, precious and semiprecious stones, precious metals and metal flatware, costume jewelry, watches, clocks, silverware, and/or jewelers' findings.

**421940 Jewelry, Watch, Precious Stone, and Precious Metal Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling jewelry, precious and semiprecious stones, precious metals and metal flatware, costume jewelry, watches, clocks, silverware, and/or jewelers' findings.

The data published with NAICS code 421940 include the following SIC industry:

5094 Jewelry, watches, precious stones, and precious metals

**4219401 Jewelry, Watches, Clocks, Precious Stones, and Silverware Wholesalers**

Establishments primarily engaged in the wholesale distribution of jewelry (including costume), precious stones, watches, clocks, silverware, and jewelers' findings.

**4219402 Precious Metals (Excluding Ores) Wholesalers**

Establishments primarily engaged in the wholesale distribution of precious metals.

**42199 Other Miscellaneous Durable Goods Wholesalers**

This industry comprises establishments primarily engaged in wholesaling durable goods (except motor vehicle and motor vehicle parts and supplies; furniture and home furnishings; lumber and other construction materials; professional and commercial equipment and supplies; metals and minerals (except petroleum); electrical goods; hardware, and plumbing and heating equipment and supplies; machinery, equipment and supplies; sporting and recreational goods and supplies; toy and hobby goods and supplies; recyclable materials; and jewelry, watches, precious stones and precious metals).

**421990 Other Miscellaneous Durable Goods Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling durable goods (except motor vehicle and motor vehicle parts and supplies; furniture and home furnishings; lumber and other construction materials; professional and commercial equipment and supplies; metals and minerals (except petroleum); electrical goods; hardware, and plumbing and heating equipment and supplies; machinery, equipment and supplies; sporting and recreational goods and supplies; toy and hobby goods and supplies; recyclable materials; and jewelry, watches, precious stones and precious metals).

The data published with NAICS code 421990 include the following SIC industry:

5099 Other miscellaneous durable goods  
7822 (pt) Motion picture and video tape distribution

**4219901 Musical Instruments and Supplies Wholesalers**

Establishments primarily engaged in the wholesale distribution of musical instruments and supplies.

**4219902 Forest Products (Except Lumber) Wholesalers**

Establishments primarily engaged in the wholesale distribution of timber products, such as ties, logs, poles, stumps, and cordwood.

**4219903 General Merchandise (Durable Goods) Wholesalers**

Establishments primarily engaged in the wholesale distribution of a general line of durable goods with no one line accounting for more than 25 percent of the total sales.



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#### **4219904 Prerecorded Media Wholesalers**

Establishments primarily engaged in the wholesale distribution of prerecorded compact discs, tapes, phonograph records, video cassettes, and other video tapes or discs.

#### **42199041 Compact Disks, Prerecorded Audio Tapes, and Phonograph Records Wholesalers**

Establishments primarily engaged in the wholesale distribution of prerecorded compact disks, audio tapes, and phonograph records.

#### **42199042 Prerecorded Video Tape Wholesalers**

Establishments primarily engaged in purchasing and reselling prerecorded video cassettes and other videotapes or discs to other wholesalers, video rental stores, and other retailers.

#### **4219905 Fire Extinguishers and Fire Safety Equipment Wholesalers**

Establishments primarily engaged in the wholesale distribution of fire extinguishers and fire safety equipment.

#### **4219906 Other Durable Goods Wholesalers**

Establishments primarily engaged in the wholesale distribution of durable goods such as game machines, gas lighting fixtures, luggage, and signs (except electric).

#### **422 Wholesale trade, nondurable goods**

Industries in the Wholesale Trade, Nondurable Goods subsector sell or arrange the purchase or sale of nondurable goods to other businesses. Nondurable goods are items generally with a normal life expectancy of less than three years. Nondurable goods wholesale trade establishments are engaged in wholesaling products, such as paper and paper products, chemicals and chemical products, drugs, textiles and textile products, apparel, footwear, groceries, farm products, petroleum and petroleum products, alcoholic beverages, books, magazines, newspapers, flowers and nursery stock, and tobacco products.

#### **4221 Paper and Paper Product Wholesalers**

This NAICS Industry Group includes establishments classified in the following NAICS Industries: 42211, Paper and paper product wholesalers; 42212, Stationery and office supplies wholesalers; and 42213 Industrial and personal service paper wholesalers.

#### **42211 Printing and Writing Paper Wholesalers**

This industry comprises establishments primarily engaged in wholesaling bulk printing and/or writing paper generally on rolls for further processing.

#### **422110 Printing and Writing Paper Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling bulk printing and/or writing paper generally on rolls for further processing.

The data published with NAICS code 422110 include the following SIC industry:

5111 Printing and writing paper

#### **42212 Stationery and Office Supplies Wholesalers**

This industry comprises establishments primarily engaged in wholesaling stationery, office supplies and/or gift wrap.

#### **422120 Stationery and Office Supplies Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling stationery, office supplies and/or gift wrap.

The data published with NAICS code 422120 include the following SIC industry:

5112 (pt) Stationery and office supplies

#### **42213 Industrial and Personal Service Paper Wholesalers**

This industry comprises establishments primarily engaged in wholesaling wrapping and other coarse paper, paperboard, converted paper (except stationery and office supplies), and/or related disposable plastics products.

#### **422130 Industrial and Personal Service Paper Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling wrapping and other coarse paper, paperboard, converted paper (except stationery and office supplies), and/or related disposable plastics products.

The data published with NAICS code 422130 include the following SIC industry:

5113 Industrial and personal service paper

#### **4222 Drugs and Druggists' Sundries Wholesalers**

This industry comprises establishments primarily engaged in wholesaling biological and medical products; botanical drugs and herbs; and pharmaceutical products intended for internal and external consumption in such forms as ampoules, tablets, capsules, vials, ointments, powders, solutions, and suspensions.

## **42221 Drugs and Druggists' Sundries Wholesalers**

This industry comprises establishments primarily engaged in wholesaling biological and medical products; botanical drugs and herbs; and pharmaceutical products intended for internal and external consumption in such forms as ampoules, tablets, capsules, vials, ointments, powders, solutions, and suspensions.

## **422210 Drugs and Druggists' Sundries Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling biological and medical products; botanical drugs and herbs; and pharmaceutical products intended for internal and external consumption in such forms as ampoules, tablets, capsules, vials, ointments, powders, solutions, and suspensions.

The data published with NAICS code 422210 include the following SIC industry:

5122 Drugs, drug proprietaries, and druggists' sundries

## **4222101 General Line Drugs Wholesalers**

Establishments primarily engaged in the wholesale distribution of a combination or general line of drugs, drug proprietaries, and druggists' sundries.

## **4222102 Specialty Line Drugs, Pharmaceuticals, Cosmetics, and Toiletries Wholesalers**

Establishments primarily engaged in the wholesale distribution of specialty-line drugs, pharmaceuticals, cosmetics, and toiletries.

## **4223 Apparel, Piece Goods, and Notions Wholesalers**

This NAICS Industry Group includes establishments classified in the following NAICS Industries: 42231, Piece goods, notions, and other dry goods wholesalers; 42232, Men's and boys' clothing and furnishings wholesalers; 42233, Women's, children's and infants' clothing and accessories wholesalers; 42234, Footwear wholesalers.

## **42231 Piece Goods, Notions, and Other Dry Goods Wholesalers**

This industry comprises establishments primarily engaged in wholesaling piece goods, fabrics, yarns, thread and other notions, and/or hair accessories.

## **422310 Piece Goods, Notions, and Other Dry Goods Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling piece goods, fabrics, yarns, thread and other notions, and/or hair accessories.

The data published with NAICS code 422310 include the following SIC industry:

5131 (pt) Piece goods, notions, and other dry goods

## **4223101 Piece Goods (Woven and Knit Fabrics) - Jobbers**

Establishments primarily engaged in the wholesale distribution of woven and knit fabrics.

## **4223102 Notions and Other Dry Goods Wholesalers**

Establishments primarily engaged in the wholesale distribution of notions (i.e., sewing accessories, etc.), and other dry goods, except piece goods.

## **42232 Men's and Boys' Clothing and Furnishings Wholesalers**

This industry comprises establishments primarily engaged in wholesaling men's and/or boys' clothing and furnishings.

## **422320 Men's and Boys' Clothing and Furnishings Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling men's and/or boys' clothing and furnishings.

The data published with NAICS code 422320 include the following SIC industry:

5136 Men's and boys' clothing and furnishings

## **42233 Women's, Children's, and Infants' Clothing and Accessories Wholesalers**

This industry comprises establishments primarily engaged in wholesaling (1) women's, children's, infants', and/or unisex clothing and accessories and/or (2) fur clothing.

## **422330 Women's, Children's, and Infants' Clothing and Accessories Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling (1) women's, children's, infants', and/or unisex clothing and accessories and/or (2) fur clothing.

The data published with NAICS code 422330 include the following SIC industry:

5137 Women's and children's and infants' clothing and accessories

## **42234 Footwear Wholesalers**

This industry comprises establishments primarily engaged in wholesaling footwear (including athletic) of leather, rubber, and other materials.

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#### **422340 Footwear Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling footwear (including athletic) of leather, rubber, and other materials.

The data published with NAICS code 422340 include the following SIC industry:

5139 Footwear

#### **4224 Grocery and Related Product Wholesalers**

This NAICS Industry Group includes establishments classified in the following NAICS Industries: 42241, General line grocery wholesalers; 42242, Packaged frozen food wholesalers; 42243, Dairy product (except dried or canned) wholesalers; 42244, Poultry and poultry product wholesalers; 42245, Confectionery wholesalers; 42246, Fish and seafood wholesalers; 42247, Meat and meat product wholesalers; 42248, Fresh fruit and vegetable wholesalers; 42249, Other grocery and related products wholesalers.

#### **42241 General Line Grocery Wholesalers**

This industry comprises establishments primarily engaged in wholesaling a general line (wide range) of groceries.

#### **422410 General Line Grocery Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling a general line (wide range) of groceries.

The data published with NAICS code 422410 include the following SIC industry:

5141 Groceries, general line

#### **4224101 General Line, Grocery Wholesalers, Voluntary Group**

Establishments primarily engaged in the wholesale distribution of a general line of groceries and sponsoring (or affiliated with sponsors of) voluntary organization of food retailers which distributes a general line of groceries to these voluntary groups. These also include any voluntary group grocery wholesalers commonly engaged in joint advertising or other sales promotions under a group name or identification. Wholesale establishments sponsoring such voluntary groups are included here regardless of the portion of their sales made to the retail organization's members.

#### **4224102 General Line, Grocery Wholesalers, Retail Cooperative**

Establishments primarily engaged in the wholesale distribution of a general line of groceries and owned and operated cooperatively by groups of independent food retailers buying collectively which are primarily engaged

in wholesale selling and distributing a general line of groceries. These establishments function primarily as a wholesale cooperative company selling chiefly to member retailers, but sometimes do a regular wholesale business.

#### **4224103 Other General Line Grocery Wholesalers**

Establishments primarily engaged in the wholesale distribution of a general line of groceries, including cash-and-carry food establishments, not sponsoring or affiliated with any voluntary or cooperative groups. Also included are agents and brokers with a general line of groceries.

#### **42242 Packaged Frozen Food Wholesalers**

This industry comprises establishments primarily engaged in wholesaling packaged frozen foods (except dairy products).

#### **422420 Packaged Frozen Food Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling packaged frozen foods (except dairy products).

The data published with NAICS code 422420 include the following SIC industry:

5142 Packaged frozen foods

#### **42243 Dairy Product (Except Dried or Canned) Wholesalers**

This industry comprises establishments primarily engaged in wholesaling dairy products (except dried or canned).

#### **422430 Dairy Product (Except Dried or Canned) Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling dairy products (except dried or canned).

The data published with NAICS code 422430 include the following SIC industry:

5143 Dairy products, except dried or canned

#### **4224301 Raw Milk Wholesalers**

Establishments primarily engaged in the wholesale distribution of raw, dried, or canned milk.

#### **4224302 Dairy Products, (Except Raw Milk) Wholesalers**

Establishments primarily engaged in the wholesale distribution of processed dairy products, except raw, dried, or canned.



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#### **42244 Poultry and Poultry Product Wholesalers**

This industry comprises establishments primarily engaged in wholesaling poultry and/or poultry products (except canned and packaged frozen).

#### **422440 Poultry and Poultry Product Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling poultry and/or poultry products (except canned and packaged frozen).

The data published with NAICS code 422440 include the following SIC industry:

5144 Poultry and poultry products

#### **4224401 Live Poultry Wholesalers**

Establishments primarily engaged in the wholesale distribution of live poultry.

#### **4224402 Poultry and Poultry Products (Except Live) Wholesalers**

Establishments primarily engaged in the wholesale distribution of poultry and poultry products (except canned and packaged frozen products and live poultry).

#### **42245 Confectionery Wholesalers**

This industry comprises establishments primarily engaged in wholesaling confectioneries; salted or roasted nuts; popcorn; potato, corn, and similar chips; and/or fountain fruits and syrups.

#### **422450 Confectionery Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling confectioneries; salted or roasted nuts; popcorn; potato, corn, and similar chips; and/or fountain fruits and syrups.

The data published with NAICS code 422450 include the following SIC industry:

5145 Confectionery

#### **42246 Fish and Seafood Wholesalers**

This industry comprises establishments primarily engaged in wholesaling fish and seafood (except canned or packaged frozen).

#### **422460 Fish and Seafood Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling fish and seafood (except canned or packaged frozen).

The data published with NAICS code 422460 include the following SIC industry:

5146 Fish and seafoods

#### **42247 Meat and Meat Product Wholesalers**

This industry comprises establishments primarily engaged in wholesaling meats and meat products (except canned and packaged frozen) and/or lard.

#### **422470 Meat and Meat Product Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling meats and meat products (except canned and packaged frozen) and/or lard.

The data published with NAICS code 422470 include the following SIC industry:

5147 (pt) Meats and meat products

#### **42248 Fresh Fruit and Vegetable Wholesalers**

This industry comprises establishments primarily engaged in wholesaling fresh fruits and vegetables.

#### **422480 Fresh Fruit and Vegetable Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling fresh fruits and vegetables.

The data published with NAICS code 422480 include the following SIC industry:

5148 Fresh fruits and vegetables

#### **42249 Other Grocery and Related Products Wholesalers**

This industry comprises establishments primarily engaged in wholesaling groceries and related products (except a general line of groceries; packaged frozen food; dairy products (except dried and canned); poultry products (except canned); confectioneries; fish and seafood (except canned); meat products (except canned); and fresh fruits and vegetables). Included in this industry are establishments primarily engaged in bottling and wholesaling spring and mineral waters processed by others.

#### **422490 Other Grocery and Related Products Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling groceries and related products (except a general line of groceries; packaged frozen food; dairy products (except dried and canned); poultry products (except canned); confectioneries; fish and seafood (except canned); meat products (except canned); and fresh fruits and vegetables). Included in this industry are establishments primarily engaged in bottling and wholesaling spring and mineral waters processed by others.

The data published with NAICS code 422490 include the following SIC industry:

5149 Other groceries and related products

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#### **4224901 Coffee, Tea, and Spices Wholesalers**

Establishments primarily engaged in the wholesale distribution of coffee, soluble coffee, tea (bagged, packaged, loose, or powdered) and spices.

#### **4224902 Bread and Baked Goods Wholesalers**

Establishments primarily engaged in the wholesale distribution of bread, cakes, biscuits, doughnuts, pastries, crackers, pretzels, and other bakery products (except frozen).

#### **4224903 Soft Drinks and Bottled Water Wholesalers**

Establishments primarily engaged in the wholesale distribution of soft drinks and unprocessed bottled water.

#### **4224904 Canned Goods Wholesalers**

Establishments primarily engaged in the wholesale distribution of canned or bottled fruits, vegetables, juice, baby food, meat, poultry, fish, seafood, and dairy products (condensed or evaporated).

#### **4224905 Food and Beverage Basic Material Wholesalers**

Establishments primarily engaged in the wholesale distribution of basic food and beverage materials.

#### **4224906 Other Grocery Specialties Wholesalers**

Establishments primarily engaged in the wholesale distribution of grocery specialties, such as flour, refined sugar, breakfast cereals, butter substitutes (e.g., margarine), cooking oils, dried fruits, dried beans (packaged), honey, jams and jellies, pickles, preserves and sauces, polished rice, sandwiches, vegetable shortening, and other grocery specialties not included elsewhere.

#### **4225 Farm Product Raw Material Wholesalers**

This industry group comprises establishments primarily engaged in wholesaling agricultural products (except raw milk, live poultry, and fresh fruit and vegetables), such as grains, field beans, livestock, and other farm product raw materials (excluding seeds).

#### **42251 Grain and Field Bean Wholesalers**

This industry comprises establishments primarily engaged in wholesaling grains, such as corn, wheat, oats, barley, and unpolished rice; dry beans; and soybeans and

other inedible beans. Included in this industry are establishments primarily engaged in operating country or terminal grain elevators primarily for the purpose of wholesaling.

#### **422510 Grain and Field Bean Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling grains, such as corn, wheat, oats, barley, and unpolished rice; dry beans; and soybeans and other inedible beans. Included in this industry are establishments primarily engaged in operating country or terminal grain elevators primarily for the purpose of wholesaling.

The data published with NAICS code 422510 include the following SIC industry:

5153 Grain and field beans

#### **42252 Livestock Wholesalers**

This industry comprises establishments primarily engaged in wholesaling livestock (except horses and mules).

#### **422520 Livestock Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling livestock (except horses and mules).

The data published with NAICS code 422520 include the following SIC industry:

5154 Livestock

#### **42259 Other Farm Product Raw Material Wholesalers**

This industry comprises establishments primarily engaged in wholesaling farm products (except grain and field beans, livestock, raw milk, live poultry, and fresh fruits and vegetables).

#### **422590 Other Farm Product Raw Material Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling farm products (except grain and field beans, livestock, raw milk, live poultry, and fresh fruits and vegetables).

The data published with NAICS code 422590 include the following SIC industry:

5159 Other farm-product raw materials

#### **4225901 Hides, Skins, and Pelts Wholesalers**

Establishments primarily engaged in the wholesale distribution of untanned hides and skins, such as cattle hides, sheep skins, and goat skins; raw furs; and pelts of fur-bearing animals.

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#### **4225902 Leaf Tobacco Wholesalers**

Establishments primarily engaged in the wholesale distribution of leaf tobacco.

#### **4225903 Wool, Wool Tops, and Mohair Wholesalers**

Establishments primarily engaged in the wholesale distribution of mohair (raw), raw wool, wool noils, wool tops, and wool clippings.

#### **4225904 Cotton Wholesalers**

Establishments primarily engaged in buying and/or marketing cotton.

#### **4225905 Other Farm Product Raw Materials Wholesalers**

Establishments primarily engaged in buying and/or marketing other farm products.

#### **4226 Chemical and Allied Products Wholesalers**

This industry group comprises establishments primarily engaged in wholesaling chemicals; plastics materials and basic forms and shapes; and allied products.

#### **42261 Plastics Materials and Basic Forms and Shapes Wholesalers**

This industry comprises establishments primarily engaged in wholesaling plastics materials and resins, and unsupported plastics film, sheet, sheeting, rod, tube, and other basic forms and shapes.

#### **422610 Plastics Materials and Basic Forms and Shapes Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling plastics materials and resins, and unsupported plastics film, sheet, sheeting, rod, tube, and other basic forms and shapes.

The data published with NAICS code 422610 include the following SIC industry:

5162 Plastics materials and basic forms and shapes

#### **42269 Other Chemical and Allied Products Wholesalers**

This industry comprises establishments primarily engaged in wholesaling chemicals and allied products (except agricultural and medicinal chemicals, paints and varnishes, fireworks, and plastics materials and basic forms and shapes).

#### **422690 Other Chemical and Allied Products Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling chemicals and allied products (except agricultural and medicinal chemicals, paints and varnishes, fireworks, and plastics materials and basic forms and shapes).

The data published with NAICS code 422690 include the following SIC industry:

5169 Other chemicals and allied products

#### **4226901 Industrial Gases, (Except LP) Wholesalers**

Establishments primarily engaged in the wholesale distribution of industrial gases (compressed and liquefied) regardless of use, such as oxygen and acetylene.

#### **4226902 Other Chemicals and Allied Products Wholesalers**

Establishments primarily engaged in the wholesale distribution of chemicals and allied products (except industrial gases), such as acids, industrial and heavy chemicals (except gases), dyestuffs, industrial salts, naval stores, rosin, and turpentine.

#### **4227 Petroleum and Petroleum Products Wholesalers**

This NAICS Industry Group includes establishments classified in the following NAICS Industries: 42271, Petroleum bulk stations and terminals; and 42272, Petroleum and petroleum products wholesalers (except bulk stations and terminals).

#### **42271 Petroleum Bulk Stations and Terminals**

This industry comprises establishments with bulk liquid storage facilities primarily engaged in wholesaling crude petroleum and petroleum products, including liquefied petroleum gas.

#### **422710 Petroleum Bulk Stations and Terminals**

This U.S. industry comprises establishments with bulk liquid storage facilities primarily engaged in wholesaling crude petroleum and petroleum products, including liquefied petroleum gas.

The data published with NAICS code 422710 include the following SIC industry:

5171 (pt) Petroleum bulk stations and terminals

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### **4227101 Petroleum Bulk Stations and Terminals (Except LP)**

Establishments primarily engaged in the wholesale distribution of liquid petroleum products (except liquefied petroleum gases) from bulk liquid storage stations or terminals.

### **42271011 Petroleum Bulk Stations (Except LP)**

Establishments primarily engaged in the wholesale distribution of liquid petroleum products (except liquefied petroleum gases) from bulk liquid storage stations for resale. Bulk storage stations have bulk storage capacity of 10,000 to 100,000 gallons, or 100,000 to 2,100,000 gallons and do not receive their supplies primarily from tanker, barge, or pipeline.

### **42271012 Petroleum Bulk Terminals (Except LP)**

Establishments primarily engaged in the wholesale distribution of liquid petroleum products (except liquefied petroleum gases) from bulk liquid storage terminals. Bulk storage terminals have bulk storage capacity of 2,100,000 gallons or more, or have bulk storage capacity of 100,000 gallons or more and receive products primarily by tanker, barge, or pipeline.

### **4227102 Liquefied Petroleum Bulk Stations and Terminals**

Establishments primarily engaged in the wholesale distribution of liquefied petroleum gases from bulk storage stations or terminals for resale. Bulk storage stations or terminals have bulk storage capacity of 10,000 gallons or more.

### **42272 Petroleum and Petroleum Products Wholesalers (Except Bulk Stations and Terminals)**

This industry comprises establishments primarily engaged in wholesaling petroleum and petroleum products (except from bulk liquid storage facilities).

### **422720 Petroleum and Petroleum Products Wholesalers (Except Bulk Stations and Terminals)**

This U.S. industry comprises establishments primarily engaged in wholesaling petroleum and petroleum products (except from bulk liquid storage facilities).

The data published with NAICS code 422720 include the following SIC industry:

5172 Petroleum and petroleum products, except bulk stations and terminals

### **4228 Beer, Wine, and Distilled Alcoholic Beverage Wholesalers**

This NAICS Industry Group includes establishments classified in the following NAICS Industries: 42281, Beer and ale wholesalers; 42282, Wine and distilled alcoholic beverage wholesalers.

### **42281 Beer and Ale Wholesalers**

This industry comprises establishments primarily engaged in wholesaling beer, ale, porter, and other fermented malt beverages.

### **422810 Beer and Ale Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling beer, ale, porter, and other fermented malt beverages.

The data published with NAICS code 422810 include the following SIC industry:

5181 Beer and ale

### **42282 Wine and Distilled Alcoholic Beverage Wholesalers**

This industry comprises establishments primarily engaged in wholesaling wine, distilled alcoholic beverages, and/or neutral spirits and ethyl alcohol used in blended wines and distilled liquors.

### **422820 Wine and Distilled Alcoholic Beverage Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling wine, distilled alcoholic beverages, and/or neutral spirits and ethyl alcohol used in blended wines and distilled liquors.

The data published with NAICS code 422820 include the following SIC industry:

5182 Wine and distilled alcoholic beverages

### **4228201 Wines and Distilled Alcoholic Beverages (Licensed Operation) Wholesalers**

Establishments primarily engaged in the wholesale distribution of wines and distilled spirits under government license.

### **4228202 Wines and Distilled Alcoholic Beverages (State-Operated) Wholesalers**

Establishments primarily engaged as state-owned and operated wholesale distributors of wines and spirits.

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### **4229 Miscellaneous Nondurable Goods Wholesalers**

This industry group comprises establishments primarily engaged in wholesaling nondurable goods, such as farm supplies; books, periodicals and newspapers; flowers; nursery stock; paints; varnishes; tobacco and tobacco products; and other miscellaneous nondurable goods, such as cut Christmas trees and pet supplies.

#### **42291 Farm Supplies Wholesalers**

This industry comprises establishments primarily engaged in wholesaling farm supplies, such as animal feeds, fertilizers, agricultural chemicals, pesticides, plant seeds, and plant bulbs.

#### **422910 Farm Supplies Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling farm supplies, such as animal feeds, fertilizers, agricultural chemicals, pesticides, plant seeds, and plant bulbs.

The data published with NAICS code 422910 include the following SIC industry:

5191 (pt) Farm supplies

#### **4229101 Farm Supplies—Farm Dealers**

Establishments primarily engaged in the wholesale distribution of farm supplies primarily sold directly to farmers for farm use.

#### **4229102 Farm Supplies—Wholesale Distributors**

Establishments primarily engaged in the wholesale distribution of farm supplies primarily sold directly to governments, institutions, farm dealers, export sales, and other nonfarm accounts.

### **42292 Book, Periodical, and Newspaper Wholesalers**

This industry comprises establishments primarily engaged in wholesaling books, periodicals, and newspapers.

### **422920 Book, Periodical, and Newspaper Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling books, periodicals, and newspapers.

The data published with NAICS code 422920 include the following SIC industry:

5192 Books, periodicals, and newspapers

### **42293 Flower, Nursery Stock, and Florists' Supplies Wholesalers**

This industry comprises establishments primarily engaged in wholesaling flowers, florists' supplies, and/or nursery stock (except seeds and plant bulbs).

### **422930 Flower, Nursery Stock, and Florists' Supplies Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling flowers, florists' supplies, and/or nursery stock (except seeds and plant bulbs).

The data published with NAICS code 422930 include the following SIC industry:

5193 (pt) Flowers, nursery stock, and florists' supplies

### **42294 Tobacco and Tobacco Product Wholesalers**

This industry comprises establishments primarily engaged in wholesaling tobacco products, such as cigarettes, snuff, cigars, and pipe tobacco.

### **422940 Tobacco and Tobacco Product Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling tobacco products, such as cigarettes, snuff, cigars, and pipe tobacco.

The data published with NAICS code 422940 include the following SIC industry:

5194 Tobacco and tobacco products

### **42295 Paint, Varnish, and Supplies Wholesalers**

This industry comprises establishments primarily engaged in wholesaling paints, varnishes, and similar coatings; pigments; wallpaper; and supplies, such as paint brushes and rollers.

### **422950 Paint, Varnish, and Supplies Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling paints, varnishes, and similar coatings; pigments; wallpaper; and supplies, such as paint brushes and rollers.

The data published with NAICS code 422950 include the following SIC industry:

5198 (pt) Paints, varnishes, and supplies

### **4229501 Paints, Varnishes, and Supplies (Wholesalers)**

Establishments primarily engaged in wholesaling paints, varnishes, and similar coatings; pigments; wallpaper; and supplies, such as paint brushes and rollers.



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### **42295011 Paints, Varnishes, and Supplies (Wholesalers)**

Establishments primarily engaged in wholesaling paints, varnishes, and similar coatings; pigments; wallpaper; and supplies, such as paint brushes and rollers.

### **42299 Other Miscellaneous Nondurable Goods Wholesalers**

This industry comprises establishments primarily engaged in wholesaling nondurable goods (except printing and writing paper; stationery and office supplies; industrial and personal service paper; drugs and druggists' sundries; apparel, piece goods, and notions; grocery and related products; farm product raw materials; chemical and allied products; petroleum and petroleum products; beer, wine, and distilled alcoholic beverages; farm supplies; books, periodicals and newspapers; flower, nursery stock and florists' supplies; tobacco and tobacco products; and paint, varnishes, wallpaper, and supplies).

### **422990 Other Miscellaneous Nondurable Goods Wholesalers**

This U.S. industry comprises establishments primarily engaged in wholesaling nondurable goods (except printing and writing paper; stationery and office supplies; industrial and personal service paper; drugs and druggists' sundries; apparel, piece goods, and notions; grocery and related products; farm product raw materials; chemical and allied products; petroleum and petroleum products; beer, wine, and distilled alcoholic beverages; farm supplies; books, periodicals and newspapers; flower, nursery stock and florists' supplies; tobacco and tobacco products; and paint, varnishes, wallpaper, and supplies).

The data published with NAICS code 422990 include the following SIC industry:

5199 (pt) Other miscellaneous nondurable goods

### **4229901 Art Goods Wholesalers**

Establishments primarily engaged in the wholesale distribution of art goods such as artists' supplies, curios, and souvenirs.

### **4229902 General Merchandise (Nondurable Goods) Wholesalers**

Establishments primarily engaged in the wholesale distribution of a general line of nondurable goods with no one line accounting for more than 25 percent of the total sales.

### **4229903 Textile Bags, Bagging, and Burlap Wholesalers**

Establishments primarily engaged in the wholesale distribution of textile bags, and bagging burlap, and canvas and felt products.

### **4229904 Other Nondurable Goods Wholesalers**

Establishments primarily engaged in the wholesale distribution of nondurable goods (except office supplies, druggists' sundries, apparel, groceries, chemical products, petroleum products, alcoholic beverages, farm supplies, books, periodicals, florists supplies; paint supplies, and art goods).

# Appendix C.

## Coverage and Methodology

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### **MAIL/NONMAIL UNIVERSE**

For the wholesale sector all firms were sent questionnaires to be completed and returned to the Census Bureau by mail. This sector does not have a nonmail universe. For most very small firms with employment, abbreviated data was collected using a short form. These records provided basic information on location, kind of business, sales, payroll, number of employees, and legal form of organization. Nonemployers were not included in the scope of the wholesale sector.

### **INDUSTRY CLASSIFICATION OF ESTABLISHMENTS**

The classifications for all establishments in this sector were assigned in accordance with the 1997 North American Industry Classification System (NAICS) Manual, United States. NAICS is a common classification system developed by the United States, Canada, and Mexico. This system replaces the 1987 Standard Industrial Classification (SIC) that was used in previous censuses. Appendix A of the 1997 NAICS manual provides information on the comparability between the 1987 SIC and 1997 NAICS. More information on NAICS is available in the NAICS manual and at [www.census.gov/naics](http://www.census.gov/naics).

### **RELIABILITY OF DATA**

The accuracy of these tabulated data is determined by the joint effects of the various nonsampling errors or by the joint effects of sampling and nonsampling errors. No direct measurement of these effects has been obtained, except for estimation for missing or misreported data; however, precautionary steps were taken in all phases of the collection, processing, and tabulation of the data in an effort to minimize the effects of nonsampling errors. Nonsampling errors can be attributed to many sources: inability to identify all cases in the actual universe; definition and classification difficulties; differences in the interpretation of questions; errors in recording or coding the data obtained; and other errors of collection, response, coverage, and estimation for missing or misreported data.

The Census Bureau obtains limited information extracted from administrative records of other Federal agencies. This information is used in conjunction with other information available to the Census Bureau to develop estimates for nonemployers, small employers, and other establishments for which responses were not received in time for publication.

### **TREATMENT OF NONRESPONSE**

Census report forms included two different types of inquiries, "basic" and "industry-specific." Data for the basic inquiries, which included location, kind of business or operation, sales, payroll, number of employees, and legal form of organization, were available from a combination of sources for all establishments. Data for industry-specific inquiries, tailored to the particular kinds of business or type of operation covered by the report, were available only from the establishments that completed the appropriate inquiries on the questionnaire.

Two methods were used to account for nonresponse to industry-specific inquiries. For some inquiries, missing data were imputed for individual records based on responses from similar establishments. For other inquiries, the total of reported data was expanded to represent 100 percent of the universe. Data presented for industry-specific inquiries based on a December 31 reference date were expanded in direct relationship to total sales of only those establishments in business at the end of the year. Unless otherwise noted in specific reports, data for other industry-specific inquiries were expanded in direct relationship to total sales of all establishments included in the category. In a few cases, expansion on the basis of sales was not appropriate, and another basic data item was used as the basis for expansion.

All reports in which data were expanded to account for nonrespondents include a coverage indicator for each publication category, which shows the sales of establishments responding to the industry-specific inquiry as a percent of total sales for all establishments for which data are shown. For some inquiries, coverage is determined by the ratio of total payroll or employment of establishments responding to the inquiry to total payroll or employment of all establishments in the category.

# Appendix D. Geographic Notes

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## **NEW HAMPSHIRE**

There are no geographic notes for the state of New Hampshire.



# Appendix E. Metropolitan Areas

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## NEW HAMPSHIRE

### Boston, MA—NH PMSA

Bristol County, MA (Part)

Mansfield town, MA

Norton town, MA

Taunton city, MA

Essex County, MA (Part)

Amesbury town, MA

Beverly city, MA

Danvers town, MA

Gloucester city, MA

Ipswich town, MA

Lynn city, MA

Lynnfield town, MA

Marblehead town, MA

Newburyport city, MA

Peabody city, MA

Salem city, MA

Saugus town, MA

Swampscott town, MA

Middlesex County, MA (Part)

Acton town, MA

Arlington town, MA

Ashland town, MA

Bedford town, MA

Belmont town, MA

Burlington town, MA

Cambridge city, MA

Concord town, MA

Everett city, MA

Framingham town, MA

Holliston town, MA

### Boston, MA—NH PMSA—Con.

Middlesex County, MA (Part)—Con.

Hopkinton town, MA

Hudson town, MA

Lexington town, MA

Malden city, MA

Marlborough city, MA

Maynard town, MA

Medford city, MA

Melrose city, MA

Natick town, MA

Newton city, MA

North Reading town, MA

Reading town, MA

Somerville city, MA

Stoneham town, MA

Sudbury town, MA

Wakefield town, MA

Waltham city, MA

Watertown city, MA

Wayland town, MA

Weston town, MA

Wilmington town, MA

Winchester town, MA

Woburn city, MA

Norfolk County, MA (Part)

Bellingham town, MA

Braintree town, MA

Brookline town, MA

Canton town, MA

Dedham town, MA

Foxborough town, MA

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**Boston, MA—NH PMSA—Con.**

Norfolk County, MA (Part)—Con.

Franklin city, MA  
Holbrook town, MA  
Medfield town, MA  
Medway town, MA  
Milton town, MA  
Needham town, MA  
Norfolk town, MA  
Norwood town, MA  
Quincy city, MA  
Randolph town, MA  
Sharon town, MA  
Stoughton town, MA  
Walpole town, MA  
Wellesley town, MA  
Westwood town, MA  
Weymouth town, MA  
Wrentham town, MA

Plymouth County, MA (Part)

Carver town, MA  
Duxbury town, MA  
Hanover town, MA  
Hingham town, MA  
Hull town, MA  
Kingston town, MA  
Marshfield town, MA  
Pembroke town, MA  
Plymouth town, MA  
Rockland town, MA  
Scituate town, MA  
Wareham town, MA

Suffolk County, MA (Part)

Boston city, MA  
Chelsea city, MA  
Revere city, MA  
Winthrop town, MA

**Boston, MA—NH PMSA—Con.**

Worcester County, MA (Part)

Harvard town, MA  
Milford town, MA

Rockingham County, NH (Part)

**Boston—Worcester—Lawrence, MA—NH—ME—CT  
CMSA**

Boston, MA—NH PMSA

Bristol County, MA (Part)

Mansfield town, MA  
Norton town, MA  
Taunton city, MA

Essex County, MA (Part)

Amesbury town, MA  
Beverly city, MA  
Danvers town, MA  
Gloucester city, MA  
Ipswich town, MA  
Lynn city, MA

Lynnfield town, MA

Marblehead town, MA

Newburyport city, MA

Peabody city, MA

Salem city, MA

Saugus town, MA

Swampscott town, MA

Middlesex County, MA (Part)

Acton town, MA  
Arlington town, MA  
Ashland town, MA  
Bedford town, MA  
Belmont town, MA  
Burlington town, MA  
Cambridge city, MA  
Concord town, MA  
Everett city, MA  
Framingham town, MA  
Holliston town, MA

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**Boston—Worcester—Lawrence, MA—NH—ME—CT  
CMSA—Con.**

Boston, MA—NH PMSA—Con.

Middlesex County, MA (Part)—Con.

Hopkinton town, MA  
Hudson town, MA  
Lexington town, MA  
Malden city, MA  
Marlborough city, MA  
Maynard town, MA  
Medford city, MA  
Melrose city, MA  
Natick town, MA  
Newton city, MA  
North Reading town, MA  
Reading town, MA  
Somerville city, MA  
Stoneham town, MA  
Sudbury town, MA  
Wakefield town, MA  
Waltham city, MA  
Watertown city, MA  
Wayland town, MA  
Weston town, MA  
Wilmington town, MA  
Winchester town, MA  
Woburn city, MA

Norfolk County, MA (Part)

Bellingham town, MA  
Braintree town, MA  
Brookline town, MA  
Canton town, MA  
Dedham town, MA  
Foxborough town, MA  
Franklin city, MA  
Holbrook town, MA  
Medfield town, MA  
Medway town, MA

**Boston—Worcester—Lawrence, MA—NH—ME—CT  
CMSA—Con.**

Boston, MA—NH PMSA—Con.

Norfolk County, MA (Part)—Con.

Milton town, MA  
Needham town, MA  
Norfolk town, MA  
Norwood town, MA  
Quincy city, MA  
Randolph town, MA  
Sharon town, MA  
Stoughton town, MA  
Walpole town, MA  
Wellesley town, MA  
Westwood town, MA  
Weymouth town, MA  
Wrentham town, MA

Plymouth County, MA (Part)

Carver town, MA  
Duxbury town, MA  
Hanover town, MA  
Hingham town, MA  
Hull town, MA  
Kingston town, MA  
Marshfield town, MA  
Pembroke town, MA  
Plymouth town, MA  
Rockland town, MA  
Scituate town, MA  
Wareham town, MA

Suffolk County, MA (Part)

Boston city, MA  
Chelsea city, MA  
Revere city, MA  
Winthrop town, MA

Worcester County, MA (Part)

Harvard town, MA  
Milford town, MA

Rockingham County, NH (Part)

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**Boston—Worcester—Lawrence, MA—NH—ME—CT  
CMSA—Con.**

Brockton, MA PMSA  
Bristol County, MA (Part)  
Easton town, MA  
Raynham town, MA  
Norfolk County, MA (Part)  
Plymouth County, MA (Part)  
Abington town, MA  
Bridgewater town, MA  
Brockton city, MA  
East Bridgewater town, MA  
Middleborough town, MA  
Whitman town, MA  
Fitchburg—Leominster, MA PMSA  
Middlesex County, MA (Part)  
Worcester County, MA (Part)  
Fitchburg city, MA  
Gardner city, MA  
Leominster city, MA  
Lawrence, MA—NH PMSA  
Essex County, MA (Part)  
Andover town, MA  
Haverhill city, MA  
Lawrence city, MA  
Methuen city, MA  
North Andover town, MA  
Rockingham County, NH (Part)  
Derry town, NH  
Salem town, NH  
Lowell, MA—NH PMSA  
Middlesex County, MA (Part)  
Billerica town, MA  
Chelmsford town, MA  
Dracut town, MA  
Lowell city, MA  
Pepperell town, MA  
Tewksbury town, MA  
Westford town, MA  
Hillsborough County, NH (Part)  
Pelham town, NH

**Boston—Worcester—Lawrence, MA—NH—ME—CT  
CMSA—Con.**

Manchester, NH PMSA  
Hillsborough County, NH (Part)  
Bedford town, NH  
Goffstown town, NH  
Manchester city, NH  
Merrimack County, NH (Part)  
Rockingham County, NH (Part)  
Londonderry town, NH  
Nashua, NH PMSA  
Hillsborough County, NH (Part)  
Hudson town, NH  
Merrimack town, NH  
Milford town, NH  
Nashua city, NH  
New Bedford, MA PMSA  
Bristol County, MA (Part)  
Dartmouth town, MA  
Fairhaven town, MA  
New Bedford city, MA  
Plymouth County, MA (Part)  
Portsmouth—Rochester, NH—ME PMSA  
York County, ME (Part)  
York town, ME  
Rockingham County, NH (Part)  
Exeter town, NH  
Hampton town, NH  
Portsmouth city, NH  
Strafford County, NH (Part)  
Dover city, NH  
Durham town, NH  
Rochester city, NH  
Somersworth city, NH  
Worcester, MA—CT PMSA  
Windham County, CT (Part)  
Hampden County, MA (Part)  
Worcester County, MA (Part)  
Auburn town, MA  
Charlton town, MA

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**Boston—Worcester—Lawrence, MA—NH—ME—CT  
CMSA—Con.**

Worcester, MA—CT PMSA—Con.

Worcester County, MA (Part)—Con.

Clinton town, MA  
Grafton town, MA  
Holden town, MA  
Leicester town, MA  
Millbury town, MA  
Northborough town, MA  
Northbridge town, MA  
Oxford town, MA  
Shrewsbury town, MA  
Southbridge town, MA  
Spencer town, MA  
Uxbridge town, MA  
Webster town, MA  
Westborough town, MA  
Worcester city, MA

**Lawrence, MA—NH PMSA**

Essex County, MA (Part)  
Andover town, MA  
Haverhill city, MA  
Lawrence city, MA  
Methuen city, MA  
North Andover town, MA  
Rockingham County, NH (Part)  
Derry town, NH  
Salem town, NH

**Lowell, MA—NH PMSA**

Middlesex County, MA (Part)  
Billerica town, MA  
Chelmsford town, MA  
Dracut town, MA  
Lowell city, MA

**Lowell, MA—NH PMSA—Con.**

Middlesex County, MA (Part)—Con.

Pepperell town, MA  
Tewksbury town, MA  
Westford town, MA

Hillsborough County, NH (Part)

Pelham town, NH

**Manchester, NH PMSA**

Hillsborough County, NH (Part)

Bedford town, NH  
Goffstown town, NH  
Manchester city, NH

Merrimack County, NH (Part)

Rockingham County, NH (Part)

Londonderry town, NH

**Nashua, NH PMSA**

Hillsborough County, NH (Part)

Hudson town, NH  
Merrimack town, NH  
Milford town, NH  
Nashua city, NH

**Portsmouth—Rochester, NH—ME PMSA**

York County, ME (Part)

York town, ME

Rockingham County, NH (Part)

Exeter town, NH  
Hampton town, NH  
Portsmouth city, NH

Strafford County, NH (Part)

Dover city, NH  
Durham town, NH  
Rochester city, NH  
Somersworth city, NH

