

# Domestic Trade and Services

This section presents statistics relating to the distributive trades and service industries. Data shown for the trades, classified by kind of business, and for the various categories of services (e.g., personal, business, repair, hotel) cover sales or receipts, establishments, employees, payrolls, and other items. The principal sources of these data are census reports and survey reports of the Bureau of the Census. Data on gross product in trade and service industries usually appear in the *Survey of Current Business*, issued by the U.S. Bureau of Economic Analysis. Financial data for firms engaged in retail, wholesale, or service activities appear in the annual *Statistics of Income*, published by the Internal Revenue Service.

**Censuses**—Censuses of retail trade and wholesale trade have been taken at various intervals since 1929. Limited coverage of the service industries started in 1933. Beginning with the 1967 census, legislation provides for a census of each area to be conducted every 5 years (for years ending in “2” and “7”). The industries covered in the censuses and surveys of business are those classified in three divisions defined in the *Standard Industrial Classification Manual* (see text, Section 13). *Retail trade* refers to places of business primarily engaged in selling merchandise for personal or household consumption; *wholesale trade*, to establishments primarily engaged in selling goods to dealers and distributors for resale or to purchasers who buy for business and farm uses; and *services*, to establishments primarily engaged in providing a wide range of services for individuals and for businesses.

Beginning with the 1954 Censuses of Retail Trade and Service Industries, data for nonemployer establishments are included and published separately. The census of wholesale trade excludes establishments with no paid employees. Beginning in 1977, sales taxes and finance charges are excluded from sales (or receipt) figures of the three censuses.

## In Brief

Retail sales, 1997:

<i>Total</i>	\$2.6 trillion
<i>Automotive dealers</i>	\$.6 trillion
<i>Food stores</i>	\$.4 trillion

Annual receipts of taxable service firms (\$ billions):

	1990	1996
<i>Business services</i>	281	485
<i>Health services</i>	271	399

In 1982 and prior censuses, the count of establishments represented the number in business at the end of the year. Beginning 1987, the count of establishments represents those in business at any time during the year.

For the 1987 and 1992 Censuses of Service Industries, hospitals operated by governmental organizations are included. Government-operated facilities in other service kind-of-business classifications are excluded from the census. In 1987 and 1992, data were not collected for elementary and secondary schools, colleges and universities, labor unions and similar organizations, and political organizations.

The census of retail trade beginning in 1977, excludes nonemployer direct sellers. Beginning 1982, the census treated each leased department in a store as a separate establishment and classified it according to the kind of business it conducted. In prior years, data for leased departments were consolidated with the data for stores in which they were located.

**Current surveys**—Current sample surveys conducted by the Bureau of the Census cover various aspects of the retail and wholesale trade and selected service industries. Its *Monthly Retail Trade Report* contains monthly estimates of sales, inventories, and inventory/sales ratios for the United States, by kind of business. Annual figures on sales, year-end inventories, and

sales/inventory ratios, by kind of business, appear in the *Annual Benchmark Report for Retail Trade*.

Statistics from the Bureau's monthly wholesale trade survey include national estimates of merchant wholesalers' sales, inventories, and stock-sales ratios by major summary groups—durable and nondurable—and selected kinds of business. Merchant wholesalers are those wholesalers who take title to the goods they sell (e.g., jobbers, exporters, importers, major distributors). These data, based on reports submitted by a sample of firms, appear in the *Monthly Wholesale Trade Report*. Annual figures on sales, sales-inventory ratios, and year-end inventories appear in the *Annual Benchmark Report for Wholesale Trade*. The *Service Annual Survey* provides annual estimates of receipts for selected service industries on a national basis. The *Transportation Annual Survey* and

the *Annual Survey of Communication Services*, (see text, Section 18) furnish the same type of information for services in those respective industries.

For the current sample survey programs, retail trade coverage is the same as for the census; wholesale trade coverage is limited to merchant wholesalers; and selected services coverage is less inclusive than the census.

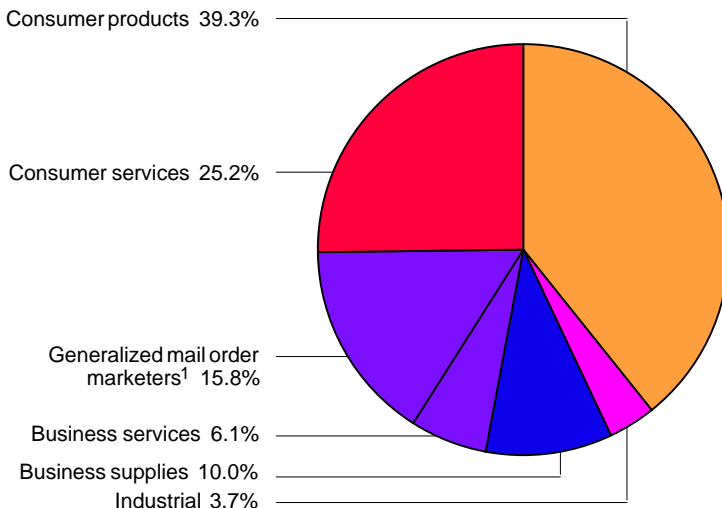
Estimates obtained from annual and monthly surveys are based on sample data and are not expected to agree exactly with results that would be obtained from a complete census of all establishments. Data include estimates for sampling units not reporting.

**Statistical reliability**—For a discussion of statistical collection and estimation, sampling procedures, and measures of statistical reliability applicable to Census Bureau data, see Appendix III.

Figure 27.1

### U.S. Mail Order Sales, by Kind of Business: 1995

1995 Mail Order Sales: \$219.9 Billion



<sup>1</sup>Mail order as part of the overall selling channel mix of multichannel industrial marketers not specializing in mail order selling.

Source: Chart prepared by U.S. Bureau of the Census. For data, see Table 1287.

### No. 1274. Gross Domestic Product in Domestic Trade and Service Industries in Current and Real (1992) Dollars: 1990 to 1996

[In billions of dollars, except percent. For definition of gross domestic product, see text, Section 14. Based on 1987 Standard Industrial Classification]

INDUSTRY	CURRENT DOLLARS				CHAINED (1992) DOLLARS <sup>1</sup>			
	1990	1994	1995	1996	1990	1994	1995	1996
<b>Wholesale and retail trade . . . . .</b>	<b>870.7</b>	<b>1,083.3</b>	<b>1,122.0</b>	<b>1,184.7</b>	<b>906.9</b>	<b>1,049.7</b>	<b>1,080.0</b>	<b>1,141.9</b>
Percent of gross domestic product . . . . .	15.2	15.6	15.4	15.5	14.8	15.9	16.0	16.5
Wholesale trade . . . . .	367.2	468.0	484.4	516.8	360.5	448.6	457.5	493.3
Retail trade . . . . .	503.5	615.3	637.6	667.9	546.4	601.2	622.5	648.5
<b>Services . . . . .</b>	<b>1,059.4</b>	<b>1,350.4</b>	<b>1,440.3</b>	<b>1,539.5</b>	<b>1,181.7</b>	<b>1,256.5</b>	<b>1,298.8</b>	<b>1,342.9</b>
Percent of gross domestic product . . . . .	18.4	19.4	19.8	20.2	19.3	19.0	19.3	19.4
Hotels and other lodging places . . . . .	46.1	57.4	60.6	63.7	49.2	54.4	55.4	55.8
Personal services . . . . .	38.2	45.8	46.6	49.1	41.7	42.6	42.4	43.3
Business services . . . . .	199.0	256.0	283.3	318.5	216.5	247.1	271.3	295.7
Auto repair, services, and garages . . . . .	48.9	59.3	61.1	65.0	54.0	53.3	53.3	55.3
Miscellaneous repair services . . . . .	17.7	19.2	20.7	22.5	21.5	16.7	17.0	15.9
Motion pictures . . . . .	20.4	23.0	25.9	29.9	22.1	21.8	23.9	26.2
Amusement and recreation services . . . . .	39.1	51.4	56.2	60.8	42.8	47.5	49.7	51.6
Health services . . . . .	307.9	410.2	428.9	447.0	356.9	369.7	371.6	376.6
Legal services . . . . .	80.7	93.8	96.5	100.0	91.5	86.0	85.5	85.1
Educational services . . . . .	39.8	52.3	55.1	58.2	44.3	48.9	49.6	50.7
Social services . . . . .	29.6	43.2	46.7	49.3	32.5	41.6	43.7	44.9
Membership organizations . . . . .	35.0	45.1	47.0	48.9	38.3	42.1	42.5	43.1
Other services . . . . .	147.8	182.6	199.9	215.2	160.4	175.4	184.6	192.9
Private households . . . . .	9.4	11.0	11.8	11.5	10.2	10.4	10.8	10.1

<sup>1</sup> See text, Section 14.

Source: U.S. Bureau of Economic Analysis, *Survey of Current Business*, August 1997.

### No. 1275. Retail Trade—Summary: 1972 to 1992

[1972 through 1982 based on 1972 Standard Industrial Classification (SIC) code; beginning 1987 based on 1987 SIC code. Comparability of data over time is affected by changes in the SIC code]

ITEM	Unit	1972	1977	1982	1987	1992
Firms, total <sup>1</sup>	1,000 . . . . .	1,665	1,567	1,573	1,992	2,212
Multiunit establishments <sup>1,2</sup>	1,000 . . . . .	301	343	415	498	528
Establishments, total <sup>1</sup>	1,000 . . . . .	1,780	1,855	1,923	2,420	2,672
With payroll	1,000 . . . . .	1,265	1,304	1,324	1,504	1,526
With sales of \$1,000,000 or more <sup>3</sup>	1,000 . . . . .	74	119	193	259	326
Consumer Price Index: <sup>4</sup>						
All items . . . . .	1982-84=100 . . . . .	41.8	60.6	96.5	113.6	140.3
All commodities . . . . .	1982-84=100 . . . . .	44.5	64.2	97.0	107.7	129.1
Sales . . . . .	Bil. dol. . . . .	457	723	1,066	1,540	1,949
By establishments with payroll . . . . .	Bil. dol. . . . .	440	700	1,039	1,493	1,895
By multiunit establishments <sup>2</sup> . . . . .	Bil. dol. . . . .	202	341	567	844	1,137
Percent of total sales . . . . .	Percent . . . . .	44.0	47.1	53.2	54.8	58.3
Percent of multiunit sales by 100-or-more establishment multiunits <sup>2,5</sup> . . . . .	Percent . . . . .	55.8	55.8	54.5	54.6	57.0
In 1987 dollars <sup>6</sup> . . . . .	Bil. dol. . . . .	1,042	1,170	1,175	1,540	1,669
Percent of sales by corporations <sup>3</sup> . . . . .	Percent . . . . .	76.4	79.8	84.6	88.9	89.9
Per capita sales: <sup>7</sup>						
Current dollars . . . . .	Dollars . . . . .	2,186	3,291	4,601	6,357	7,643
Constant (1987) dollars <sup>6</sup> . . . . .	Dollars . . . . .	4,978	5,325	5,073	6,357	6,544
Sales as percent of personal income . . . . .	Percent . . . . .	46.6	45.2	39.6	40.5	37.9
Payroll, entire year . . . . .	Bil. dol. . . . .	55.4	85.9	123.6	177.5	222.9
Percent of sales <sup>8</sup> . . . . .	Percent . . . . .	12.6	12.3	11.9	11.9	11.8
Paid employees, March 12 pay period . . . . .	1,000 . . . . .	11,211	13,040	14,468	17,780	18,407

<sup>1</sup> Through 1982, represents the number of establishments and firms in business at the end of year. Beginning 1987, represents the number of establishments and firms in business at any time during year. <sup>2</sup> Establishments of firms that operate at two or more locations. <sup>3</sup> Through 1982, represents establishments with and without payroll. Beginning 1987, represents only establishments with payroll. <sup>4</sup> Source: U.S. Bureau of Labor Statistics, *Monthly Labor Review*. Beginning 1982, CPI-U annual averages, see text, Section 15. <sup>5</sup> Prior to 1982, data provided for percent of multiunit sales by 101-or-more establishment units. <sup>6</sup> Based on implicit price deflators for retail sales supplied by U.S. Bureau of Economic Analysis. <sup>7</sup> Based on estimated resident population as of July 1. <sup>8</sup> Covers only establishments with payroll.

Source: Except as noted, U.S. Bureau of the Census, *Census of Retail Trade, 1972, RC72-S-1; 1977, RC77-52; 1982, RC82-A-52 and RC82-I-1; 1987, RC87-A-52, RC87-N-1, and RC87-S-1; and 1992, RC92-A-52, RC92-N-1, and RC92-S-1.*

**No. 1276. Retail Trade—Establishments, Employees, and Payroll: 1990 and 1995**

[Covers establishments with payroll. Employees are for the week including March 12. Most government employees are excluded. For statement on methodology, see Appendix III]

KIND OF BUSINESS	1987 SIC code <sup>1</sup>	ESTABLISHMENTS (1,000)		EMPLOYEES (1,000)		PAYROLL (bil. dol.)	
		1990	1995	1990	1995	1990	1995
<b>Retail trade, total . . . . .</b>	<b>(G)</b>	<b>1,529.7</b>	<b>1,567.9</b>	<b>19,815</b>	<b>21,085</b>	<b>241.7</b>	<b>300.0</b>
Building materials and garden supplies <sup>2</sup> . . . . .	52	71.9	64.4	703	740	11.9	14.5
Lumber and other building materials . . . . .	521	27.5	24.0	403	455	7.5	9.5
Paint, glass, and wallpaper stores . . . . .	523	10.2	9.9	54	50	0.9	1.0
Hardware stores . . . . .	525	19.0	13.9	143	120	1.9	1.7
Retail nurseries and garden stores . . . . .	526	10.1	11.7	76	80	1.0	1.3
Mobile home dealers . . . . .	527	4.2	4.5	23	33	0.4	0.9
General merchandise stores <sup>2</sup> . . . . .	53	36.6	36.2	2,135	2,291	22.9	29.1
Department stores . . . . .	531	10.1	10.8	1,710	1,874	18.3	23.6
Variety stores . . . . .	533	10.0	10.5	109	93	1.0	0.9
Misc. general merchandise stores . . . . .	539	15.0	14.3	310	323	3.6	4.5
Food stores <sup>2</sup> . . . . .	54	186.1	181.9	3,124	3,188	35.8	41.5
Grocery stores . . . . .	541	132.5	130.8	2,757	2,871	32.4	38.0
Meat and fish markets . . . . .	542	9.3	8.2	54	45	0.6	0.6
Fruit and vegetable markets . . . . .	543	2.9	3.1	19	18	0.2	0.2
Candy, nut, confectionery stores . . . . .	544	5.4	4.8	29	27	0.2	0.2
Retail bakeries . . . . .	546	19.9	20.2	176	153	1.5	1.6
Automotive dealers and service stations <sup>2</sup> . . . . .	55	207.3	199.8	2,104	2,190	40.0	51.2
New and used car dealers . . . . .	551	26.1	24.2	917	991	23.9	32.4
Used car dealers . . . . .	552	14.3	19.7	56	78	1.0	1.7
Auto and home supply stores . . . . .	553	43.4	42.6	305	318	5.1	6.1
Gasoline service stations . . . . .	554	104.8	97.4	701	702	7.5	8.7
Boat dealers . . . . .	555	4.6	4.8	34	31	0.6	0.7
Recreational vehicle dealers . . . . .	556	2.7	2.9	24	28	0.5	0.7
Motorcycle dealers . . . . .	557	3.4	3.6	22	27	0.4	0.6
Apparel and accessory stores <sup>2</sup> . . . . .	56	150.2	135.3	1,193	1,148	12.2	12.9
Men's and boys' clothing stores . . . . .	561	14.7	13.9	108	107	1.5	1.5
Women's clothing stores . . . . .	562	50.2	42.2	439	370	4.0	3.5
Women's accessory and specialty stores . . . . .	563	7.7	8.0	46	46	0.5	0.5
Children's and infants' wear stores . . . . .	564	5.6	5.1	36	42	0.3	0.4
Family clothing stores . . . . .	565	17.8	19.0	283	336	3.0	4.0
Shoe stores . . . . .	566	37.4	33.0	206	185	2.2	2.2
Misc. apparel and accessory stores . . . . .	569	9.1	9.6	47	52	0.5	0.6
Furniture and homefurnishings stores <sup>2</sup> . . . . .	57	108.1	116.7	749	859	12.3	15.7
Furniture and homefurnishings stores <sup>2</sup> . . . . .	571	61.1	67.3	430	476	7.2	8.9
Furniture stores . . . . .	5712	30.8	32.9	245	264	4.3	5.3
Floor covering stores . . . . .	5713	13.2	14.6	77	80	1.5	1.8
Drapery and upholstery stores . . . . .	5714	3.4	2.6	16	11	0.2	0.2
Misc. homefurnishings stores . . . . .	5719	13.3	16.7	92	120	1.1	1.6
Household appliance stores . . . . .	572	10.0	9.7	63	64	1.1	1.2
Radio, television, and computer stores <sup>2</sup> . . . . .	573	34.2	38.9	245	318	3.9	5.5
Radio, TV, and electronic stores . . . . .	5731	16.5	17.0	120	155	2.1	2.9
Computer and software stores . . . . .	5734	5.1	8.5	33	58	0.8	1.3
Record and prerecorded tape stores . . . . .	5735	7.1	8.8	60	78	0.6	0.8
Eating and drinking places <sup>2</sup> . . . . .	58	402.6	456.7	6,461	7,208	49.6	64.7
Eating places . . . . .	5812	286.8	344.9	5,700	6,568	43.8	58.7
Drinking places . . . . .	5813	43.8	47.8	267	305	2.0	2.5
Miscellaneous retail <sup>2</sup> . . . . .	59	349.0	360.8	2,487	2,611	33.2	40.7
Drug stores and proprietary stores . . . . .	591	50.0	44.6	593	599	8.3	10.1
Liquor stores <sup>3</sup> . . . . .	592	30.8	29.0	141	128	1.6	1.6
Used merchandise stores . . . . .	593	15.0	21.6	79	112	0.9	1.5
Sporting goods and bicycle shops . . . . .	5941	21.4	24.8	139	173	1.6	2.3
Book stores . . . . .	5942	11.7	13.4	86	111	0.8	1.3
Stationery stores . . . . .	5943	4.8	4.4	34	34	0.4	0.5
Jewelry stores . . . . .	5944	26.6	27.5	161	143	2.3	2.6
Hobby, toy, and game shops . . . . .	5945	9.4	10.3	83	104	0.8	1.2
Camera, photo supply stores . . . . .	5946	3.6	2.9	22	18	0.4	0.3
Gift, novelty, and souvenir shops . . . . .	5947	29.5	33.8	164	181	1.4	1.8
Sewing, needlework, and piece goods . . . . .	5949	8.2	7.0	68	54	0.5	0.5
Catalog and mail-order houses . . . . .	5961	7.2	7.2	141	181	2.6	3.9
Merchandising machine operators . . . . .	5962	5.1	6.1	76	72	1.3	1.4
Direct selling establishments . . . . .	5963	8.8	13.4	107	123	1.7	2.3
Fuel dealers . . . . .	598	12.0	11.5	100	95	2.2	2.3
Florists . . . . .	5992	25.8	26.4	131	124	1.2	1.3
Optical goods stores . . . . .	5995	13.2	14.5	66	73	1.1	1.3
Administrative and auxiliary . . . . .	(X)	18.0	16.1	860	850	23.7	29.8

X Not applicable. <sup>1</sup> Based on 1987 Standard Industrial Classification; see text, Section 13. <sup>2</sup> Includes kinds of business not shown separately. <sup>3</sup> Includes government employees.

Source: U.S. Bureau of the Census, *County Business Patterns*, annual.

### No. 1277. Retail Trade Establishments—Number, Sales, Payroll, and Employees, by Kind of Business: 1987 and 1992

[Each kind-of-business classification includes leased departments classified in that kind of business as if they were separate establishments]

KIND OF BUSINESS	1987 SIC code <sup>1</sup>	ALL ESTABLISHMENTS				ESTABLISHMENTS WITH PAYROLL		
		Number <sup>2</sup> (1,000)		Sales (mil. dol.)		Annual payroll, 1992 (mil. dol.)	Paid employees <sup>3</sup> (1,000)	
		1987	1992	1987	1992		1987	1992
<b>Retail trade, total <sup>4</sup></b> . . . . .		<b>2,420</b>	<b>2,672</b>	<b>1,540,263</b>	<b>1,949,193</b>	<b>222,868</b>	<b>17,780</b>	<b>18,407</b>
Building materials & garden supplies . . .	52	107	105	83,454	100,837	11,790	668	666
Building materials, supply stores . . .	521, 3	51	51	61,302	75,358	8,423	432	435
Lumber and other building materials . . . . .	521	36	36	55,868	68,930	7,519	380	386
Paint, glass, and wallpaper stores . . . . .	523	15	15	5,434	6,428	903	52	49
Hardware stores . . . . .	525	27	25	11,036	12,729	1,871	138	136
Retail nurseries and garden stores . . .	526	21	22	5,809	6,773	1,018	71	71
Mobile home dealers . . . . .	527	8	7	5,307	5,978	478	27	23
General merchandise stores . . . . .	53	57	63	181,971	246,420	24,503	2,003	2,079
Department stores (incl. leased depts.) <sup>5</sup> . . . . .	531	10	11	153,679	190,785	(NA)	(NA)	(NA)
Department stores (excl. leased depts.) <sup>5</sup> . . . . .	531	10	11	144,017	186,423	20,136	1,651	1,719
Variety stores . . . . .	533	21	23	7,134	9,516	1,088	121	116
Misc. general merchandise stores . . . .	539	26	29	30,819	50,481	3,279	231	243
Food stores <sup>6</sup> . . . . .	54	290	278	309,460	377,098	37,228	2,855	2,969
Grocery stores . . . . .	541	197	186	290,979	358,148	34,425	2,502	2,682
Meat and fish markets . . . . .	542	11	9	5,616	5,041	556	59	45
Retail bakeries . . . . .	546	31	31	5,194	5,732	1,407	185	157
Automotive dealers <sup>6</sup> . . . . .	55 ex. 554	194	207	342,896	406,936	31,807	1,373	1,268
New and used car dealers . . . . .	551	28	24	280,529	333,801	24,421	940	860
Used car dealers . . . . .	552	75	92	18,295	25,511	1,132	55	63
Auto and home supply stores . . . . .	553	67	63	26,622	29,817	4,683	286	269
Boat dealers . . . . .	555	5	5	6,824	5,537	558	35	27
Recreational vehicle dealers . . . . .	556	73	73	5,538	6,314	514	25	22
Motorcycle dealers . . . . .	557	4	4	3,475	4,163	427	27	22
Gasoline service stations . . . . .	554	137	120	104,769	136,950	7,569	702	675
Apparel and accessory stores <sup>6</sup> . . . . .	56	197	221	79,322	104,211	12,039	1,121	1,145
Men's and boys' clothing stores . . . . .	561	19	19	9,017	10,197	1,440	115	105
Women's clothing, specialty stores . . .	562, 3	77	87	29,208	35,749	4,170	455	467
Women's clothing stores . . . . .	562	64	65	26,366	31,828	3,690	419	423
Family clothing stores . . . . .	565	27	33	21,472	33,222	3,469	268	310
Shoe stores . . . . .	566	43	42	14,594	18,122	2,185	205	184
Furniture and homefurnishings stores . .	57	180	189	78,072	96,947	11,869	703	702
Furniture stores . . . . .	5712	46	48	26,740	31,216	4,355	247	233
Homefurnishings stores . . . . .	5713, 4, 9	63	64	17,737	21,132	2,835	176	181
Floor covering stores . . . . .	5713	14	14	9,226	9,616	1,382	75	69
Household appliance stores . . . . .	572	17	16	8,642	8,407	965	65	54
Radio, television, computer stores <sup>6</sup> . .	573	54	61	24,953	36,192	3,714	215	235
Radio, TV, and electronic stores . . . .	5731	31	28	15,679	20,275	2,112	123	121
Computer and software stores . . . . .	5734	8	15	2,799	7,120	607	22	30
Record and prerecorded tape stores . . . . .	5735	7	8	3,930	5,860	593	44	60
Eating and drinking places . . . . .	58	490	558	153,462	200,163	52,570	6,100	6,548
Eating places <sup>6</sup> . . . . .	5812	402	474	142,627	187,758	50,307	5,787	6,244
Restaurants . . . . .	5812 pt.	7155	7170	66,364	85,178	25,369	2,822	2,989
Refreshment places . . . . .	5812 pt.	7138	7164	56,870	77,686	18,808	2,352	2,652
Cafeterias . . . . .	5812 pt.	7	6	3,778	3,619	1,037	138	109
Drinking places . . . . .	5813	88	84	10,434	12,406	2,263	313	304
Drug stores and proprietary stores . . . .	591	56	51	54,142	77,788	9,060	574	588
Miscellaneous retail stores <sup>4, 6</sup> . . . . .	59 ex. 591	710	881	152,716	201,842	24,434	1,682	1,769
Liquor stores . . . . .	592	45	40	19,826	21,698	1,523	157	133
Used merchandise stores . . . . .	593	89	124	5,217	8,219	1,124	69	93
Misc. shopping goods stores <sup>6</sup> . . . . .	594	263	311	53,777	71,650	8,563	706	750
Sporting goods and bicycle shops . . . . .	5941	50	55	11,256	15,617	1,733	121	137
Book stores . . . . .	5942	19	23	5,338	8,329	928	72	92
Jewelry stores . . . . .	5944	50	55	12,925	15,259	2,224	163	148
Hobby, toy, and game shops . . . . .	5945	28	38	7,451	11,298	992	76	95
Gift, novelty, souvenir shops . . . . .	5947	79	104	8,446	12,036	1,467	151	164
Nonstore retailers <sup>4</sup> . . . . .	596	66	116	34,878	52,790	6,280	318	339
Catalog and mail-order houses . . . . .	5961	31	66	20,765	35,538	3,079	123	150
Merchandising machine operators . . . . .	5962	24	36	6,258	7,082	1,232	74	70
Direct selling establishments <sup>4</sup> . . . . .	5963	11	14	7,855	10,170	1,969	121	119
Fuel dealers . . . . .	598	17	15	14,503	14,202	1,928	99	82
Florists . . . . .	5992	50	55	5,441	6,433	1,207	125	122
Optical goods stores . . . . .	5995	15	16	3,480	4,917	1,114	54	65

NA Not available. <sup>1</sup> Based on 1987 Standard Industrial Classification; see text, Section 13. <sup>2</sup> Represents the number of establishments in business at any time during year. <sup>3</sup> For pay period including March 12. <sup>4</sup> Excludes nonemployer direct sellers, SIC 5963. <sup>5</sup> Includes sales from catalog order desks. Data for leased departments not included in broader kind-of-business totals. <sup>6</sup> Includes other kinds of businesses, not shown separately. <sup>7</sup> Covers only establishments with payroll.

Source: U.S. Bureau of the Census, 1987 and 1992 *Census of Retail Trade*, RC87-A-52, RC87-N-1, RC92-A-52, and RC92-N-1.

## No. 1278. Retail Trade Sales—Summary: 1980 to 1997

[Sales and inventories for leased departments and concessions are tabulated in the kind-of-business category of the leased department or concession. Based on Current Business Survey, see Appendix III]

YEAR	SALES							Inventories at cost <sup>4</sup> (bil. dol.)	Inventory/ sales ratios <sup>4,5</sup>
	Total (bil. dol.)	Annual percent change <sup>1</sup>	Per capita <sup>2</sup> (dol.)	Index of sales (1982=100)	Durable goods (bil. dol.)	Nondurable goods (bil. dol.)			
						Total	Dept. stores <sup>3</sup>		
1980	957	6.7	4,213	89.5	299	658	85	121	(NA)
1985	1,375	6.9	5,779	128.6	498	877	126	182	1.55
1988	1,656	7.5	6,774	154.9	629	1,027	152	219	1.53
1989	1,759	6.2	7,127	164.5	657	1,102	161	237	1.59
1990	1,845	4.9	7,395	172.5	669	1,176	166	240	1.56
1991	1,856	0.6	7,361	173.6	650	1,206	173	243	1.57
1992	1,952	5.2	7,653	182.5	704	1,248	186	252	1.50
1993	2,074	6.3	8,046	193.9	780	1,294	200	268	1.50
1994	2,230	7.5	8,567	208.5	882	1,348	217	292	1.53
1995	2,329	4.5	8,865	217.8	940	1,390	231	307	1.54
1996	2,461	5.7	9,281	230.2	1,009	1,453	244	316	1.52
1997	2,566	4.3	9,588	240.0	1,058	1,508	261	324	1.49

NA Not available. <sup>1</sup> Change from immediate prior year. <sup>2</sup> Based on Bureau of the Census estimates of resident population as of July 1. <sup>3</sup> Excludes leased departments. <sup>4</sup> As of Dec. 31. Includes warehouses. Adjusted for seasonal variations. <sup>5</sup> Sales data also adjusted for holiday and trading-day differences.

## No. 1279. Retail Trade—Sales, by Kind of Business: 1980 to 1997

[In billions of dollars. See headnote, Table 1278. Based on Current Business Survey, see Appendix III]

KIND OF BUSINESS	1987 SIC code <sup>1</sup>	1980	1985	1990	1993	1994	1995	1996	1997
<b>Retail trade, total</b>		<b>957.4</b>	<b>1,375.0</b>	<b>1,844.6</b>	<b>2,073.8</b>	<b>2,229.9</b>	<b>2,329.3</b>	<b>2,461.2</b>	<b>2,566.2</b>
<b>Durable goods stores, total<sup>2</sup></b>		<b>299.2</b>	<b>498.1</b>	<b>668.8</b>	<b>780.0</b>	<b>882.1</b>	<b>939.7</b>	<b>1,008.5</b>	<b>1,058.2</b>
Building materials and garden supplies <sup>2</sup>	52	50.8	71.2	94.6	110.6	124.9	130.1	140.3	150.5
Building materials, supply stores	521,3	35.0	50.8	70.3	83.2	94.6	98.2	106.2	116.1
Hardware stores	525	8.3	10.5	12.5	13.2	14.0	14.1	14.4	14.6
Automotive dealers	55 exc. 554	164.1	303.2	387.6	457.8	521.8	556.7	599.7	625.7
Motor vehicle, misc. automotive dealers	551,2,5,6,7,9	146.2	278.0	356.8	426.4	487.6	520.8	561.3	587.7
Motor vehicle dealers	551,2	137.7	263.1	338.7	405.7	463.7	493.7	531.9	553.2
New and used car dealers	551	130.5	251.6	316.0	377.3	430.6	456.2	490.0	507.5
Auto and home supply stores	553	18.0	25.2	30.8	31.4	34.1	40.0	38.4	38.0
Furniture and home furnishings stores <sup>2</sup>	57	44.2	68.3	91.5	106.1	120.3	130.3	137.9	146.7
Furniture, home furnishings stores <sup>2</sup>	571	26.3	38.3	50.5	55.2	59.9	62.3	66.0	71.6
Furniture stores	5712	(NA)	23.9	30.8	33.1	35.4	36.7	39.0	42.8
Floor covering stores	5713	(NA)	7.9	10.7	10.8	11.7	12.0	12.1	13.1
Household appliance, radio, TV, and computer stores	5722,31,34	14.0	25.1	33.0	41.5	50.1	57.2	60.7	64.0
Household appliance stores	5722	(NA)	8.4	8.8	9.0	8.8	9.6	9.7	10.3
Radio, TV, and computer stores	5731,34	(NA)	16.7	24.3	32.5	41.3	47.6	51.1	53.8
Sporting goods and bicycle shops	5941	(NA)	8.7	15.0	16.9	19.0	20.2	21.2	22.1
Book stores	5942	(NA)	4.5	7.4	9.2	10.3	11.5	12.4	12.7
Jewelry stores	5944	(NA)	11.2	15.2	16.6	18.0	19.1	20.2	19.5
<b>Nondurable goods stores, total<sup>2</sup></b>		<b>658.1</b>	<b>876.9</b>	<b>1,175.8</b>	<b>1,293.9</b>	<b>1,347.8</b>	<b>1,389.6</b>	<b>1,452.7</b>	<b>1,508.0</b>
General merchandise stores	53	109.0	158.6	215.5	264.2	282.3	298.0	313.2	331.5
Department stores <sup>3</sup>	531	85.5	126.4	165.8	199.8	217.4	231.1	244.5	261.2
Variety stores	533	7.8	8.5	8.3	9.8	9.5	9.9	10.6	11.5
Misc. general merchandise stores	539	15.7	23.8	41.4	54.6	55.4	57.0	58.1	58.8
Food stores	54	220.2	285.1	368.3	384.2	397.4	407.4	421.0	429.8
Grocery stores	541	205.6	269.5	348.2	364.5	376.5	385.0	397.0	403.0
Gasoline service stations	554	94.1	113.3	138.5	139.3	143.9	149.6	157.6	158.7
Apparel and accessory stores <sup>2</sup>	56	49.3	70.2	95.8	107.2	110.0	110.9	114.6	117.8
Men's and boys' clothing stores	561	7.7	8.5	10.5	10.0	10.1	9.4	9.6	10.6
Women's clothing specialty stores	562,3	17.6	26.1	32.8	35.9	34.0	32.2	31.8	31.5
Women's clothing stores	562	15.9	23.6	29.8	32.0	29.9	27.8	27.0	26.2
Family clothing stores	565	10.8	17.8	28.4	35.5	38.5	40.6	43.0	45.1
Shoe stores	566	10.5	13.1	18.0	18.4	19.1	19.3	20.0	20.4
Eating and drinking places	58	90.1	127.9	190.1	210.4	217.1	222.1	228.2	236.2
Eating places <sup>2</sup>	5812	80.4	117.6	178.7	198.0	204.9	209.0	214.4	222.0
Restaurants, lunchrooms, cafeterias	5812 pt	(NA)	68.2	99.9	107.3	111.6	111.7	114.9	119.5
Refreshment places	5812 pt	(NA)	48.1	75.7	87.9	90.4	93.9	95.7	98.5
Drinking places	5813	(NA)	10.3	11.5	12.4	12.2	13.0	13.7	14.1
Drug stores and proprietary stores	591	31.0	47.0	70.6	79.3	81.3	84.7	90.5	98.2
Liquor stores	592	16.9	19.5	21.7	21.4	21.9	21.7	22.7	24.0
Nonstore retailers	596	22.8	28.3	45.6	57.9	62.5	62.8	68.8	74.9
Catalog and mail-order houses	5961	(NA)	15.8	26.6	37.7	39.9	40.0	43.8	48.7
Fuel dealers	598	(NA)	16.8	15.6	15.1	16.0	16.9	19.0	17.7

NA Not available. <sup>1</sup> Based on 1987 Standard Industrial Classification code; see text, Section 13. <sup>2</sup> Includes kinds of business, not shown separately. <sup>3</sup> Excludes leased departments.

Source of Tables 1278 and 1279: U.S. Bureau of the Census, *Current Business Reports, Annual Benchmark Report for Retail Trade, January 1988 Through December 1997*, (BR/97-RV) and prior issues.



### No. 1280. Retail Trade—Merchandise Inventories and Inventory/Sales Ratios, by Kind of Business: 1990 to 1997

[As of Dec. 31. Includes warehouses. Adjusted for seasonal variations. Sales data also adjusted for holiday and trading-day differences. See headnote, Table 1278]

KIND OF BUSINESS	1987 SIC code <sup>1</sup>	INVENTORIES AT COST <sup>2</sup> (bil. dol.)				INVENTORY/SALES RATIOS			
		1990	1995	1996	1997	1990	1995	1996	1997
<b>Total</b> . . . . .		<b>239.8</b>	<b>307.1</b>	<b>316.5</b>	<b>323.6</b>	<b>1.57</b>	<b>1.54</b>	<b>1.52</b>	<b>1.49</b>
<i>Excluding automotive group</i> . . . . .		176.7	220.6	226.7	232.1	1.45	1.46	1.43	1.42
Durable goods stores <sup>3</sup> . . . . .		121.1	163.4	168.9	174.4	2.27	2.01	1.99	1.92
Building materials and garden supplies. . . . .	52	17.0	22.5	23.5	25.2	2.28	1.99	1.96	1.97
Automotive dealers . . . . .	55 exc. 554	63.1	86.5	89.8	91.5	2.05	1.80	1.78	1.70
Furniture and homefurnishings stores. . . . .	57	17.4	24.7	25.1	24.6	2.36	2.18	2.17	1.93
Nondurable goods stores <sup>3</sup> . . . . .		118.7	143.7	147.6	149.2	1.19	1.22	1.19	1.18
General merchandise stores . . . . .	53	42.4	58.3	59.2	58.9	2.34	2.31	2.20	2.10
Department stores . . . . .	531	33.4	46.5	47.8	48.6	2.40	2.38	2.26	2.19
Food stores. . . . .	54	25.0	28.0	29.0	28.9	0.81	0.81	0.81	0.80
Apparel and accessory stores. . . . .	56	19.7	22.6	22.7	24.2	2.50	2.41	2.38	2.45

<sup>1</sup> Based on 1987 Standard Industrial Classification code; see text, Section 13. <sup>2</sup> Excludes supplies and equipment used in store and warehouse operations that are not for resale. <sup>3</sup> Includes kinds of business not shown separately.

Source: U.S. Bureau of the Census, *Current Business Reports, Annual Benchmark Report for Retail Trade, January 1988 Through December 1997* (BR/97-RV).

### No. 1281. Franchised New Car Dealerships—Summary: 1980 to 1997

ITEM	Unit	1980	1985	1990	1991	1992	1993	1994	1995	1996	1997
Dealerships <sup>1</sup> . . . . .	Number	27,900	24,725	24,825	24,200	23,500	22,950	22,850	22,800	22,750	22,700
Sales . . . . .	Bil. dol.	130.5	251.6	316.0	301.3	333.8	377.3	430.6	456.2	490.0	507.5
New cars sold <sup>2</sup> . . . . .	1,000	8,979	10,983	9,296	8,176	8,211	8,519	8,991	8,635	8,526	8,272
Used vehicles sold . . . . .	1,000	9,717	13,300	14,180	14,270	15,140	16,300	17,760	18,480	19,170	19,190
Employment . . . . .	1,000	745	857	925	879	875	908	963	996	1,032	1,056
Annual payroll . . . . .	Bil. dol.	11.0	20.1	24.1	23.5	25.1	26.7	29.8	31.8	34.0	(NA)
Advertising expenses . . . . .	Bil. dol.	1.2	2.8	3.7	3.5	3.8	4.1	4.3	4.6	5.0	5.1
Dealer pretax profits as a percentage of sales . . . . .	Percent	0.6	2.2	1.0	1.0	1.4	1.6	1.8	1.4	1.5	1.4
Inventory: <sup>3</sup>											
Domestic: <sup>4</sup>											
Total . . . . .	1,000	2,112	2,339	2,537	2,259	2,334	2,487	2,521	2,974	2,856	2,813
Days' supply . . . . .	Days	57	60	73	71	68	64	61	71	66	66
Imported: <sup>4</sup>											
Total . . . . .	1,000	269	345	707	694	614	533	453	445	317	338
Days' supply . . . . .	Days	31	30	72	83	81	76	67	72	58	54

NA Not available. <sup>1</sup> At beginning of year. <sup>2</sup> Data provided by Ward's Automotive Reports. <sup>3</sup> Annual average. Includes light trucks. <sup>4</sup> Classification based on where automobiles are produced (i.e., automobiles manufactured by foreign companies but produced in the United States are classified as domestic).

Source: National Automobile Dealers Association, McLean, VA, *NADA Data*, annual.

### No. 1282. Motor Vehicle Factory Sales and Retail Sales: 1980 to 1997

[In thousands]

YEAR	1980	1985	1989	1990	1991	1992	1993	1994	1995	1996	1997
<b>Factory sales, total</b> . . . . .	<b>8,067</b>	<b>11,359</b>	<b>10,869</b>	<b>9,769</b>	<b>8,783</b>	<b>9,747</b>	<b>10,857</b>	<b>12,189</b>	<b>12,023</b>	<b>11,916</b>	<b>(NA)</b>
Passenger cars . . . . .	6,400	8,002	6,807	6,050	5,407	5,685	5,962	6,549	6,310	6,140	(NA)
Trucks and buses . . . . .	1,667	3,357	4,062	3,719	3,375	4,062	4,895	5,640	5,713	5,776	(NA)
<b>Retail sales, total</b> . . . . .	<b>11,466</b>	<b>15,724</b>	<b>14,713</b>	<b>14,146</b>	<b>12,539</b>	<b>13,116</b>	<b>14,199</b>	<b>15,411</b>	<b>15,116</b>	<b>15,456</b>	<b>15,500</b>
Passenger cars (new), total . . . . .	8,979	11,042	9,772	9,300	8,175	8,213	8,517	8,990	8,634	8,527	8,272
Domestic . . . . .	6,581	8,205	7,073	6,897	6,137	6,277	6,741	7,255	7,128	7,254	6,917
Imports . . . . .	2,398	2,838	2,699	2,403	2,038	1,936	1,776	1,735	1,506	1,273	1,355
Trucks (new), total . . . . .	2,487	4,682	4,941	4,846	4,365	4,903	5,681	6,421	6,481	6,930	7,228
Domestic <sup>1</sup> . . . . .	2,001	3,902	4,403	4,215	3,813	4,481	5,287	5,995	6,064	6,478	6,633
Imports . . . . .	486	780	538	631	551	422	394	426	417	452	595

NA Not available. <sup>1</sup> North American built.

Source: American Automobile Manufacturers Association, Detroit, MI, *Motor Vehicle Facts and Figures*, annual (copyright).

## No. 1283. Retail Foodstores—Number and Sales, by Type: 1990 to 1996

TYPE OF FOODSTORE	NUMBER <sup>1</sup> (1,000)					SALES <sup>2</sup> (bil. dol.)					PERCENT DISTRIBUTION			
	1990	1993	1994	1995	1996	1990	1993	1994	1995	1996	Number		Sales	
	1990	1996	1990	1996	1990	1996	1990	1996	1990	1996	1990	1996	1990	1996
<b>Total</b> . . . . .	<b>254.4</b>	<b>249.3</b>	<b>248.3</b>	<b>247.3</b>	<b>246.3</b>	<b>368.3</b>	<b>385.4</b>	<b>399.3</b>	<b>410.5</b>	<b>423.3</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>
Grocery stores . . . . .	172.9	166.9	165.6	164.3	163.0	348.2	365.7	378.6	389.1	400.5	67.7	66.2	94.5	94.6
Supermarkets <sup>3</sup> . . . . .	25.0	25.6	24.6	24.1	23.8	260.1	281.0	289.0	293.3	302.5	9.9	9.7	70.6	71.5
Conventional . . . . .	13.7	13.3	12.0	11.1	7.9	90.7	78.6	81.5	69.0	69.2	5.7	3.2	24.6	16.3
Superstore <sup>4</sup> . . . . .	5.8	6.3	6.5	7.1	8.8	87.6	100.6	107.6	116.7	127.0	2.2	3.6	23.8	30.0
Warehouse <sup>5</sup> . . . . .	3.4	3.1	2.9	2.8	2.4	33.1	31.9	27.7	26.0	24.3	1.3	1.0	9.0	5.7
Combination food and drug <sup>6</sup> . . . . .	1.6	2.2	2.4	2.4	4.0	34.8	45.8	51.7	59.3	61.3	0.5	1.6	9.4	14.5
Superwarehouse <sup>7</sup> . . . . .	0.3	0.5	0.5	0.5	0.5	12.6	15.3	16.2	17.8	15.3	0.2	0.2	3.4	3.6
Hypermarket <sup>8</sup> . . . . .	0.1	0.2	0.2	0.2	0.2	1.3	8.8	4.3	4.5	5.4	(Z)	0.1	0.4	1.3
Convenience stores <sup>9</sup> . . . . .	59.2	60.9	61.5	62.1	62.7	37.0	39.8	40.3	40.9	38.8	19.1	25.5	10.0	9.2
Superette <sup>10</sup> . . . . .	88.7	80.4	79.6	78.4	76.5	51.1	44.9	49.2	54.9	59.2	38.6	31.1	13.9	14.0
Specialized food stores <sup>11</sup> . . . . .	81.5	82.4	82.7	83.0	83.3	20.1	19.7	20.7	21.4	22.9	32.3	33.8	5.5	5.4

Z Less than 0.05 percent. <sup>1</sup> Estimated. <sup>2</sup> Includes nonfood items. <sup>3</sup> A grocery store, primarily self-service in operation, providing a full range of departments, and having at least \$2.5 million in annual sales in 1985 dollars. <sup>4</sup> Contains greater variety of products than conventional supermarkets, including specialty and service departments, and considerable nonfood (general merchandise) products. <sup>5</sup> Contains limited product variety and fewer services provided, incorporating case lot stocking and shelving practices. <sup>6</sup> Contains a pharmacy, a nonprescription drug department, and a greater variety of health and beauty aids than that carried by conventional supermarkets. <sup>7</sup> A larger warehouse store that offers expanded product variety and often service meat, deli, or seafood departments. <sup>8</sup> A very large store offering a greater variety of general merchandise—like clothes, hardware, and seasonal goods—and personal care products than other grocery stores. <sup>9</sup> A small grocery store selling a limited variety of food and nonfood products, typically open extended hours. <sup>10</sup> A grocery store, primarily self-service in operation, selling a wide variety of food and nonfood products with annual sales below \$2.5 million (1985 dollars). <sup>11</sup> Primarily engaged in the retail sale of a single food category such as meat and seafood stores and retail bakeries.

Source: U.S. Dept. of Agriculture, Economic Research Service, *Food Marketing Review*, annual.

## No. 1284. Percent of Supermarkets Offering Selected Services and Product Lines: 1990 to 1997

[In percent. Based on a sample survey of chain and independent supermarkets and subject to sampling variability; for details, see source]

SERVICE OR PRODUCT LINE OFFERED	1990	1996	1997	SERVICE OR PRODUCT LINE OFFERED	1990	1996	1997
Service delicatessen . . . . .	73	80	81	Salad bar . . . . .	18	27	24
Service bakery . . . . .	60	69	69	Automated teller machines (ATM's) . . . . .	20	60	62
Service meat . . . . .	42	74	60	Banking in store . . . . .	(NA)	14	22
Service fish . . . . .	33	46	43	Pharmacy . . . . .	15	26	26
Separate cheese department . . . . .	33	31	30	Warehouse aisle . . . . .	(NA)	10	16

NA Not available.

Source: Progressive Grocer Assocs., Darien, CT, *Progressive Grocer Annual Report* (copyright).

## No. 1285. Food and Alcoholic Beverage Sales, by Sales Outlet: 1985 to 1996

[In billions of dollars]

SALES OUTLET	1985	1988	1989	1990	1991	1992	1993	1994	1995	1996
<b>Food sales, total</b> <sup>1</sup> . . . . .	<b>397.5</b>	<b>477.2</b>	<b>510.4</b>	<b>552.1</b>	<b>572.9</b>	<b>584.2</b>	<b>605.8</b>	<b>636.3</b>	<b>662.0</b>	<b>685.3</b>
Off-premise use . . . . .	228.7	259.9	278.9	303.9	317.3	319.3	325.1	341.3	354.1	369.3
Food stores . . . . .	204.9	227.4	241.9	262.1	271.2	270.1	273.1	286.7	294.6	304.4
Other stores . . . . .	16.4	22.9	26.3	30.2	33.7	36.0	38.3	39.8	44.1	49.7
Home-delivered, mail order . . . . .	2.8	4.0	4.6	5.3	5.8	6.4	6.8	7.8	7.8	7.5
Farmers, manufacturers, wholesalers . . . . .	4.6	5.6	6.1	6.3	6.6	6.7	7.0	7.0	7.5	7.8
Food service <sup>2</sup> . . . . .	168.8	217.3	231.5	248.2	255.6	264.9	280.7	295.0	307.9	316.0
<b>Alcoholic beverage sales, total</b> . . . . .	<b>64.0</b>	<b>72.7</b>	<b>75.6</b>	<b>81.1</b>	<b>82.5</b>	<b>82.5</b>	<b>83.2</b>	<b>85.7</b>	<b>88.4</b>	<b>91.7</b>
Packaged alcoholic beverages . . . . .	38.2	41.0	43.1	46.4	47.3	46.3	46.1	47.7	48.4	50.3
Liquor stores . . . . .	17.1	17.1	17.3	18.6	19.1	18.4	18.3	18.6	18.6	19.4
Food stores . . . . .	17.0	18.7	19.8	21.2	21.2	20.9	20.8	21.9	22.4	23.3
All other . . . . .	4.2	5.3	6.0	6.7	7.0	7.0	7.1	7.1	7.3	7.6
Alcoholic drinks . . . . .	25.8	31.7	32.5	34.6	35.2	36.2	37.1	38.1	40.0	41.5
Eating and drinking places <sup>3</sup> . . . . .	20.7	24.4	25.0	26.8	27.3	27.8	28.5	29.0	30.3	31.3
Hotels and motels <sup>3</sup> . . . . .	3.4	3.9	3.8	3.8	3.7	3.8	3.8	4.0	4.3	4.6
All other . . . . .	1.8	3.4	3.7	4.0	4.2	4.6	4.8	5.0	5.4	5.6

<sup>1</sup> Includes taxes and tips. Excludes home food production. <sup>2</sup> Includes food furnished and donations. <sup>3</sup> Includes tips.

Source: U.S. Dept. of Agriculture, Economic Research Service, *Food Marketing Review*, 1994-95 (Agricultural Economic Report No. 743) and unpublished data.



**No. 1286. Commercial and Institutional Groups—Food and Drink Sales: 1980 to 1998**

[Excludes military. Data refer to sales to consumers of food and alcoholic beverages. Sales are estimated. For details, see source]

TYPE OF GROUP	Number, 1995	SALES (mil. dol.)							
		1980	1985	1990	1994	1995	1996	1997	1998 <sup>1</sup>
<b>Total</b> . . . . .	<b>797,727</b>	<b>119,004</b>	<b>172,787</b>	<b>238,149</b>	<b>280,442</b>	<b>294,631</b>	<b>306,543</b>	<b>320,146</b>	<b>335,259</b>
Commercial restaurant services <sup>2,3</sup> . . . . .	621,690	101,529	151,762	211,606	251,935	265,910	276,831	290,131	304,747
Eating places <sup>2</sup> . . . . .	385,442	72,276	111,657	155,552	187,514	198,293	207,873	215,246	225,984
Full-service restaurants . . . . .	180,205	39,307	57,939	77,811	91,457	96,396	100,256	105,064	110,317
Limited-service restaurants <sup>4</sup> . . . . .	180,205	28,699	47,477	69,798	87,395	92,901	98,397	100,755	105,704
Bars and taverns <sup>5</sup> . . . . .	36,435	7,785	8,338	9,533	9,928	9,948	9,370	10,543	10,881
Food contractors <sup>2</sup> . . . . .	19,117	6,818	9,460	14,149	16,948	18,186	18,913	20,516	21,673
Manufacturing and industrial plants . . . . .	(NA)	2,121	2,721	3,856	4,453	4,814	4,956	5,384	5,671
Colleges and universities . . . . .	(NA)	1,140	1,738	2,788	3,693	3,989	4,264	4,631	4,988
Lodging places <sup>2</sup> . . . . .	27,304	6,768	10,557	13,568	14,863	15,561	15,938	16,879	17,638
Hotel restaurants . . . . .	17,768	4,964	8,986	12,355	13,813	14,516	14,923	15,852	16,619
Motel restaurants . . . . .	7,993	1,151	975	483	428	618	600	605	600
Retail hosts . . . . .	132,217	3,264	5,254	9,513	11,884	12,589	13,239	14,280	15,229
Department store restaurants . . . . .	4,721	857	865	876	993	1,038	(NA)	(NA)	(NA)
Grocery store restaurants <sup>6</sup> . . . . .	57,860	830	2,074	5,432	6,307	6,624	(NA)	(NA)	(NA)
Gasoline service stations . . . . .	41,690	492	1,052	1,718	2,359	2,520	(NA)	(NA)	(NA)
Recreation and sports . . . . .	14,870	1,452	1,972	2,871	3,642	3,866	3,795	4,382	4,626
Institutional restaurant services <sup>2</sup> . . . . .	176,037	17,475	21,025	26,543	28,508	28,722	29,712	30,015	30,512
Employee restaurant services . . . . .	6,784	1,635	1,971	1,864	1,483	1,364	1,490	1,238	1,159
Industrial, commercial organizations . . . . .	2,453	1,377	1,682	1,603	1,253	1,129	(NA)	(NA)	(NA)
Educational restaurant services . . . . .	96,287	4,610	5,978	7,671	8,868	9,059	9,298	9,479	9,653
Elementary and secondary schools . . . . .	93,368	2,312	2,919	3,700	4,358	4,533	4,725	4,901	5,054
Hospitals . . . . .	6,265	6,668	7,104	8,968	9,173	9,219	9,391	9,415	9,422
Miscellaneous <sup>2</sup> . . . . .	32,167	1,521	2,077	2,892	3,493	3,673	3,896	4,064	4,276
Clubs . . . . .	10,410	1,056	1,537	1,993	2,166	2,278	(NA)	(NA)	(NA)

NA Not available. <sup>1</sup> Projection. <sup>2</sup> Includes other types of groups, not shown separately. <sup>3</sup> Data for establishments with payroll. <sup>4</sup> Fast-food restaurants. <sup>5</sup> For establishments serving food. <sup>6</sup> Beginning 1990, a portion of delicatessen sales in grocery stores are considered food service.

Source: National Restaurant Association, Washington, DC, *Restaurant Numbers: A Statistical Digest for the Restaurant Industry*, 1998; *Restaurant Industry in Review*, annual; and *National Restaurant Association Restaurant Industry Forecast*, December 1997, (copyright).

**No. 1287. U.S. Mail Order Sales, by Kind of Business: 1990 to 1995**

[In millions of dollars. Mail order sales represent orders placed by mail, phone, or electronically without the person ordering coming to the point of sale to place the order, or the seller coming to the office or home of the orderer to take the order or using an agent to collect the order. Excludes orders placed at catalog desks or elsewhere in stores even in response to a catalog but does include products or services delivered in the store as long as the order was placed by mail, phone, or electronically. Statistics are generated independently each year and are not adjusted for any discontinuities of available data]

KIND OF BUSINESS	1990	1991	1992	1993	1994	1995
<b>Total mail order sales</b> . . . . .	<b>151,640</b>	<b>162,050</b>	<b>168,050</b>	<b>186,700</b>	<b>200,760</b>	<b>219,900</b>
Consumer, total . . . . .	98,190	107,970	110,740	118,970	129,740	141,810
Products . . . . .	57,500	64,940	65,210	71,960	78,460	86,350
Specialty <sup>1</sup> . . . . .	44,520	50,010	50,560	57,720	64,810	70,920
Apparel . . . . .	4,250	4,410	4,820	5,230	6,160	6,800
Books . . . . .	2,760	2,770	3,120	3,100	3,200	3,950
Collectibles . . . . .	1,690	1,810	2,000	2,360	2,200	2,140
Computer software & hardware . . . . .	1,000	1,330	2,160	3,350	4,430	3,250
Health products . . . . .	2,480	2,770	2,940	4,010	5,080	5,840
Magazines . . . . .	6,020	6,580	6,340	6,280	6,600	6,900
Multi-products . . . . .	7,410	8,440	6,860	10,190	10,760	11,340
Newspapers . . . . .	3,020	3,020	3,020	3,020	3,080	3,080
Sporting goods . . . . .	3,460	3,910	3,650	4,030	4,610	4,580
General merchandising . . . . .	12,980	14,930	14,650	14,240	13,650	15,430
Services . . . . .	40,690	43,030	45,530	47,010	51,280	55,460
Nonfinancial . . . . .	21,660	25,740	26,620	26,980	28,400	29,530
Financial . . . . .	19,030	17,290	18,910	20,030	22,880	25,930
Business products and services . . . . .	53,450	54,080	57,310	67,730	71,020	78,090
Business supplies . . . . .	7,160	9,180	10,060	14,080	16,420	21,940
Data processing-oriented supplies . . . . .	1,520	2,060	2,320	1,840	770	710
Computer hardware . . . . .	700	1,800	2,400	6,000	8,000	11,300
Business services <sup>1</sup> . . . . .	8,900	8,940	10,410	13,300	12,640	13,310
Communications . . . . .	4,240	4,140	5,580	8,050	7,900	7,900
Information . . . . .	2,500	2,500	2,500	2,850	2,310	2,710
Industrial . . . . .	5,390	5,560	6,440	8,150	8,160	8,040
Generalized mail order marketers <sup>2</sup> . . . . .	32,000	30,400	30,400	32,200	33,800	34,800

<sup>1</sup> Includes other kinds of business not shown separately. <sup>2</sup> Mail order as part of the overall selling channel mix of multichannel industrial marketers not specializing in mail order selling.

Source: Fishman, Arnold L., data are extracted from *Annual Guides to Mail Order Sales, 1990-1996*, Marketing Logistics, Inc., Highland Park, IL, 60035 (copyright). For 1990-92, *Portable Mail Order Industry Statistics, 1993 Edition*, Richard D. Irwin, Inc., Burr Ridge, IL, 1994 (copyright).

## No. 1288. Retail Trade—Summary of Establishments, by State: 1995

[Covers establishments with payroll. Employees are for the week including March 12. Most government employees are excluded. Kind-of-business classification based on 1987 Standard Industrial Classification (SIC) code; see text, Section 13. For statement on methodology, see Appendix III]

STATE	ESTABLISHMENTS (1,000)				PAID EMPLOYEES (1,000)				ANNUAL PAYROLL (mil. dol.)			
	Total <sup>1</sup>	Food stores (SIC 54)	Auto- motive dealers and service stations (SIC 55)	Eating and drinking places (SIC 58)	Total <sup>1</sup>	Food stores (SIC 54)	Auto- motive dealers and service stations (SIC 55)	Eating and drinking places (SIC 58)	Total <sup>1</sup>	Food stores (SIC 54)	Auto- motive dealers and service stations (SIC 55)	Eating and drinking places (SIC 58)
<b>U.S. . . . .</b>	<b>1,567.9</b>	<b>181.9</b>	<b>199.8</b>	<b>456.7</b>	<b>21,085</b>	<b>3,188</b>	<b>2,190</b>	<b>7,208</b>	<b>300,040</b>	<b>41,522</b>	<b>51,229</b>	<b>64,675</b>
AL. . . . .	25.3	3.2	4.4	5.8	335	65	38	107	3,964	557	796	794
AK. . . . .	3.9	0.4	0.4	1.3	45	8	4	15	854	153	140	210
AZ. . . . .	22.9	2.2	2.6	7.3	350	49	40	132	4,984	781	993	1,112
AR. . . . .	15.9	1.9	2.7	3.7	190	26	23	59	2,499	287	435	437
CA. . . . .	160.1	18.3	16.9	51.8	2,195	286	211	796	35,392	5,532	5,496	7,726
CO. . . . .	25.4	1.9	2.9	7.9	349	45	33	137	5,045	795	852	1,234
CT. . . . .	21.0	2.3	2.5	6.1	265	47	26	76	4,449	716	710	788
DE. . . . .	4.9	0.5	0.6	1.3	67	9	7	23	930	139	173	215
DC. . . . .	3.7	0.4	0.2	1.5	52	5	2	27	951	96	31	371
FL. . . . .	90.9	9.8	11.4	24.0	1,260	208	128	438	17,589	2,442	3,254	3,948
GA. . . . .	43.4	5.0	6.3	11.3	640	115	66	218	8,578	1,074	1,585	1,897
HI. . . . .	8.0	0.9	0.6	2.6	111	14	8	47	1,790	234	212	572
ID. . . . .	7.8	0.7	1.2	2.3	93	12	13	32	1,233	171	227	237
IL. . . . .	66.4	6.8	7.7	21.4	948	129	92	324	13,833	1,655	2,229	2,955
IN. . . . .	34.8	3.0	5.2	10.4	516	67	57	187	6,475	786	1,195	1,502
IA. . . . .	19.8	1.9	3.1	6.0	250	42	31	83	2,958	463	584	601
KS. . . . .	16.8	1.5	2.6	4.9	217	30	24	78	2,817	364	518	591
KY. . . . .	22.5	2.9	3.7	5.6	310	48	36	109	3,796	504	683	877
LA. . . . .	23.4	3.7	3.2	6.0	325	59	36	109	4,017	600	800	911
ME. . . . .	9.6	1.4	1.3	2.5	103	19	12	30	1,464	226	235	293
MD. . . . .	28.3	3.1	3.0	7.9	410	59	45	132	6,309	999	1,090	1,259
MA. . . . .	39.4	4.5	4.2	12.4	533	92	43	173	8,377	1,158	1,037	1,832
MI. . . . .	55.1	6.9	7.2	16.2	797	104	83	278	11,071	1,248	2,116	2,280
MN. . . . .	28.5	2.6	4.0	7.9	433	54	48	141	5,945	656	944	1,195
MS. . . . .	15.7	2.4	2.6	3.2	179	32	22	55	2,169	337	454	400
MO. . . . .	33.1	3.3	5.2	9.4	447	58	53	160	6,092	721	1,154	1,360
MT. . . . .	7.5	0.7	1.0	2.5	75	10	10	29	898	131	182	221
NE. . . . .	11.5	1.2	1.8	3.5	147	23	16	51	1,712	240	321	387
NV. . . . .	8.4	0.9	0.9	2.8	123	17	14	44	1,974	311	366	454
NH. . . . .	8.7	1.1	1.1	2.2	111	19	11	32	1,618	239	287	306
NJ. . . . .	50.1	6.6	5.5	14.3	593	99	57	163	10,201	1,607	1,535	1,801
NM. . . . .	10.0	0.9	1.4	3.0	131	16	16	51	1,731	246	332	423
NY. . . . .	110.9	16.9	9.7	33.4	1,182	202	91	371	18,789	2,730	2,209	4,126
NC. . . . .	45.9	5.2	7.1	11.5	607	95	65	207	8,187	1,012	1,530	1,761
ND. . . . .	4.9	0.5	0.8	1.5	58	8	8	20	647	79	153	141
OH. . . . .	64.6	7.1	8.6	20.3	989	141	98	349	13,230	1,645	2,139	2,800
OK. . . . .	20.0	2.6	3.0	5.7	242	34	29	89	3,005	400	598	708
OR. . . . .	20.7	2.3	2.4	6.7	268	35	31	98	3,976	508	743	882
PA. . . . .	71.7	8.1	8.7	21.4	954	158	102	295	13,082	1,887	2,211	2,511
RI. . . . .	6.6	0.8	0.8	2.3	77	13	7	28	1,077	165	143	262
SC. . . . .	23.9	2.8	3.6	6.1	306	52	33	109	3,835	529	725	898
SD. . . . .	5.8	0.5	0.9	1.7	66	10	9	22	750	101	168	165
TN. . . . .	32.1	4.1	4.8	7.7	455	73	49	154	6,151	715	1,182	1,322
TX. . . . .	103.3	13.1	14.4	29.1	1,467	229	156	510	20,778	2,722	3,885	4,605
UT. . . . .	10.3	0.9	1.5	3.0	161	22	19	54	2,162	298	389	424
VT. . . . .	5.3	0.8	0.6	1.3	52	10	6	17	688	115	122	150
VA. . . . .	38.7	4.9	5.1	10.1	550	84	63	177	7,662	1,086	1,460	1,604
WA. . . . .	33.2	3.6	3.8	10.9	432	62	45	158	6,692	1,024	1,133	1,496
WV. . . . .	10.8	1.5	1.8	2.8	127	22	16	40	1,511	249	292	312
WI. . . . .	32.3	2.7	4.5	11.2	451	63	52	160	5,583	712	1,023	1,187
WY. . . . .	4.0	0.3	0.7	1.2	42	5	6	16	520	74	120	133

<sup>1</sup> Includes other kinds of business not shown separately.

Source: U.S. Bureau of the Census, *County Business Patterns*, annual.

### No. 1289. Shopping Centers—Number, Gross Leasable Area, and Retail Sales, by Gross Leasable Area: 1990 to 1997

[As of December 31. A shopping center is a group of architecturally unified commercial establishments built on a site that is planned, developed, owned, and managed as an operating unit related in its location, size, and type of shops to the trade area that the unit serves. The unit provides on-site parking in definite relationship to the types and total size of the stores. The data base attempts to include all centers with three or more stores. Estimates are based on a sample of data available on shopping center properties; for details, contact source.]

YEAR	Total	GROSS LEASABLE AREA (sq. ft.)					
		Less than 100,001	100,001-200,000	200,001-400,000	400,001-800,000	800,001-1,000,000	More than 1 million
<b>NUMBER</b>							
1990	36,515	23,231	8,756	2,781	1,102	288	357
1995	41,235	26,001	9,974	3,345	1,234	301	380
1996	42,130	26,497	10,186	3,477	1,276	309	385
1997	42,953	26,928	10,400	3,595	1,324	316	390
Percent distribution	100.0	62.7	24.2	8.4	3.1	0.7	0.9
Percent change, 1996-97	2.0	1.6	2.1	3.4	3.8	2.3	1.3
<b>GROSS LEASABLE AREA</b>							
1990 (mil. sq. ft.)	4,390	1,125	1,197	734	618	259	457
1995 (mil. sq. ft.)	4,967	1,267	1,368	886	689	271	486
1996 (mil. sq. ft.)	5,101	1,293	1,399	926	711	278	493
1997 (mil. sq. ft.)	5,229	1,318	1,431	960	736	285	500
Percent distribution	100.0	25.2	27.4	18.3	14.1	5.4	9.6
Percent change, 1996-97	2.5	1.9	2.3	3.7	3.5	2.3	1.4
<b>RETAIL SALES</b>							
1990 (bil. dol.)	706.4	205.1	179.5	108.0	91.7	45.1	77.0
1995 (bil. dol.)	893.8	259.6	227.1	136.4	115.8	57.0	97.8
1996 (bil. dol.)	933.9	271.2	237.3	142.6	121.0	60.0	102.2
1997 (bil. dol.)	980.0	284.6	249.0	149.7	126.9	62.5	107.4
Percent distribution	100.0	29.0	25.4	15.3	13.0	6.4	10.9
Percent change, 1996-97	4.9	4.9	4.9	5.0	4.9	4.1	5.1

### No. 1290. Shopping Centers—Number, Gross Leasable Area, and Retail Sales, by State: 1997

[See headnote, Table 1289. Minus sign (-) indicates decrease]

STATE	Number	Gross leasable area (mil. sq. ft.)	Retail sales (bil. dol.)	PERCENT CHANGE, 1996-97			STATE	Number	Gross leasable area (mil. sq. ft.)	Retail sales (bil. dol.)	PERCENT CHANGE, 1996-97		
				Number	Gross leasable area	Retail sales per sq. ft.					Number	Gross leasable area	Retail sales per sq. ft.
<b>U.S.</b>	<b>42,953</b>	<b>5,229</b>	<b>980.0</b>	<b>2.0</b>	<b>2.5</b>	<b>2.4</b>							
AL	625	73	14.8	1.1	1.9	2.2	MO	879	110	21.6	2.1	2.5	2.2
AK	68	8	1.9	3.0	0.3	5.9	MT	94	10	1.9	3.3	4.8	0.1
AZ	1,014	120	23.2	2.3	3.2	1.9	NE	257	33	5.5	1.6	0.4	4.2
AR	366	36	7.2	3.4	3.9	(Z)	NV	331	41	6.3	4.7	5.0	0.3
CA	5,774	664	118.0	1.9	2.7	2.2	NH	218	23	4.0	1.9	5.2	1.9
CO	728	95	21.6	4.0	4.0	1.5	NJ	1,198	163	26.6	4.8	5.2	0.4
CT	773	94	17.4	2.1	3.8	2.2	NM	300	29	6.1	0.3	0.9	3.5
DC	138	21	4.1	3.8	5.7	0.2	NY	1,702	235	42.4	2.5	3.0	1.7
DE	85	9	1.6	7.6	4.7	0.2	NC	1,554	165	27.6	2.0	2.7	1.9
FL	3,216	407	88.0	1.1	1.0	4.5	ND	87	9	2.0	-	-	4.9
GA	1,546	167	30.0	3.3	3.5	1.1	OH	1,684	243	39.6	2.2	2.9	1.7
HI	182	19	3.9	4.0	6.8	0.5	OK	567	60	12.7	0.7	0.7	3.0
ID	157	19	3.2	4.7	4.3	-0.2	OR	482	55	8.8	1.9	1.7	3.6
IL	2,059	250	39.6	2.0	1.6	3.6	PA	1,615	231	38.2	2.4	2.3	2.7
IN	893	118	20.4	1.6	1.3	3.2	RI	200	18	3.6	1.5	2.4	2.6
IA	301	40	7.1	2.0	2.8	1.8	SC	789	76	14.9	1.3	1.9	2.6
KS	476	55	11.1	0.4	2.7	1.8	SD	56	7	1.2	3.7	0.7	3.9
KY	613	66	13.2	0.8	1.7	2.7	TN	1,190	132	21.8	1.4	3.2	1.5
LA	693	83	17.8	0.4	2.1	2.5	TX	2,936	354	83.1	1.0	2.4	2.3
ME	200	17	3.9	-	-	6.2	UT	232	32	6.2	3.1	3.1	1.0
MD	879	122	23.6	2.2	3.3	1.6	VA	113	8	1.7	1.8	0.4	5.6
MA	979	111	22.0	1.6	2.0	3.3	VT	1,242	163	29.9	2.3	2.7	2.5
MI	993	131	24.0	1.1	1.0	3.8	WA	746	98	16.8	3.3	4.6	0.5
MN	468	67	13.2	2.4	3.5	1.4	WV	159	22	3.6	-	-	3.8
MS	429	41	7.9	0.7	2.0	1.6	WI	614	75	13.8	0.7	1.2	3.8
							WY	53	6	1.3	-	-	4.2

- Represents zero. Z Less than 0.05 percent.

Source of tables 1289 and 1290: National Research Bureau, Chicago, IL. Data for 1990 published by Monitor Publishing, Clearwater, FL, in *Monitor Magazine*, November/December 1991, (copyright). Data for 1995-97 published by International Council of Shopping Centers in *Shopping Centers Today*, April issues, (copyright—Interactive Market Systems, Inc.).

## No. 1291. Retail Sales, by Type of Store and State: 1995 and 1996

[In millions of dollars, except as indicated. Kind-of-business classification based on 1987 Standard Industrial Classification (SIC) code; see text, Section 13. Data are estimates]

STATE	ALL STORES <sup>1</sup>				FOOD STORES				GENERAL MERCHANDISE STORES			
	1995, total	1996			Total (SIC 54)		Grocery stores (SIC 541)		Total (SIC 53)		Department stores (SIC 531)	
		Total	Sales per household <sup>2</sup>		1995	1996	1995	1996	1995	1996	1995	1996
			Amount (dol.)	Percent change, 1995-96								
<b>U.S. . . .</b>	<b>2,355,242</b>	<b>2,465,147</b>	<b>24,992</b>	<b>3.6</b>	<b>409,318</b>	<b>424,091</b>	<b>387,499</b>	<b>401,246</b>	<b>297,878</b>	<b>309,404</b>	<b>230,899</b>	<b>240,828</b>
AL . . . . .	35,946	36,729	22,643	0.9	6,138	6,485	5,877	6,203	5,180	5,487	4,122	4,387
AK . . . . .	6,405	6,816	32,397	7.3	1,357	1,424	1,320	1,385	900	946	638	657
AZ . . . . .	39,322	42,748	25,391	3.5	7,862	8,276	7,625	8,017	5,023	5,409	3,779	4,079
AR . . . . .	20,999	22,053	22,936	3.8	3,432	3,613	3,336	3,508	3,370	3,585	2,716	2,892
CA . . . . .	257,662	268,442	24,216	3.4	47,256	48,393	44,162	45,194	31,892	32,989	21,645	22,541
CO . . . . .	36,808	39,777	26,403	6.4	6,783	7,083	6,579	6,863	4,521	4,816	3,481	3,723
CT . . . . .	31,844	34,037	27,605	6.8	6,293	6,278	5,893	5,872	3,414	3,416	2,681	2,691
DE . . . . .	7,545	7,902	28,892	3.0	1,235	1,289	1,154	1,203	1,140	1,179	892	927
DC . . . . .	3,760	3,760	16,639	1.4	631	620	556	546	224	218	195	190
FL . . . . .	145,665	158,978	27,505	7.1	23,421	25,542	22,259	24,253	17,155	18,540	12,697	13,793
GA . . . . .	65,389	70,003	25,809	4.7	11,162	11,932	10,676	11,405	8,641	9,153	6,926	7,376
HI . . . . .	12,806	13,322	34,308	4.2	2,209	2,266	2,052	2,103	2,115	2,197	888	957
ID . . . . .	10,766	11,661	26,875	6.2	2,160	2,252	2,110	2,198	1,214	1,296	900	966
IL . . . . .	104,528	105,802	24,272	0.7	15,348	15,454	14,377	14,460	12,536	12,628	10,357	10,466
IN . . . . .	53,565	54,930	24,890	2.6	7,698	7,913	7,334	7,531	7,182	7,397	5,836	6,031
IA . . . . .	26,968	28,189	25,545	4.1	5,219	5,363	4,977	5,110	3,490	3,669	2,884	3,034
KS . . . . .	22,943	23,538	23,872	2.1	4,137	4,175	4,024	4,057	3,203	3,304	2,460	2,550
KY . . . . .	33,020	33,815	23,021	1.6	5,760	6,095	5,581	5,900	4,847	5,153	4,053	4,324
LA . . . . .	37,668	37,956	24,339	0.3	7,268	7,347	6,963	7,030	5,584	5,703	4,383	4,510
ME . . . . .	11,568	12,355	25,929	6.5	2,612	2,610	2,496	2,492	1,199	1,201	740	744
MD . . . . .	45,644	46,228	24,804	1.0	8,558	8,645	8,089	8,169	5,375	5,388	4,081	4,109
MA . . . . .	53,873	57,583	25,075	6.0	10,714	10,722	9,816	9,809	5,566	5,578	3,995	4,006
MI . . . . .	91,524	94,787	26,667	2.7	12,127	12,478	11,266	11,586	14,541	14,960	12,744	13,146
MN . . . . .	44,277	45,256	25,661	1.1	7,179	7,208	6,759	6,780	5,390	5,541	4,397	4,535
MS . . . . .	19,109	19,021	19,581	-0.9	3,716	3,813	3,503	3,592	3,166	3,259	2,421	2,501
MO . . . . .	52,511	52,460	25,427	-0.6	9,080	8,920	8,776	8,616	7,392	7,434	6,361	6,424
MT . . . . .	7,831	8,296	24,387	5.2	1,507	1,542	1,461	1,493	887	929	636	676
NE . . . . .	15,731	15,599	24,585	-1.9	2,773	2,698	2,641	2,564	1,945	1,942	1,542	1,547
NV . . . . .	16,678	18,443	28,506	6.0	3,243	3,474	3,141	3,360	2,085	2,282	1,675	1,844
NH . . . . .	12,997	14,175	32,526	7.6	2,807	2,861	2,688	2,735	1,754	1,796	1,182	1,219
NJ . . . . .	74,425	76,932	26,695	2.8	13,283	13,630	12,315	12,628	7,567	7,550	5,986	5,974
NM . . . . .	14,634	15,786	25,577	6.5	2,706	2,829	2,619	2,736	1,864	1,989	1,497	1,606
NY . . . . .	137,771	140,700	21,135	1.8	24,651	25,031	22,168	22,514	13,792	13,646	10,839	10,766
NC . . . . .	65,781	72,058	25,500	7.6	11,888	12,982	11,389	12,429	7,804	8,452	6,264	6,789
ND . . . . .	6,381	6,619	26,689	3.1	1,009	1,028	974	992	946	985	769	804
OH . . . . .	104,900	110,692	26,118	5.2	16,896	17,734	16,003	16,783	13,938	14,621	11,447	12,044
OK . . . . .	25,998	26,793	21,207	2.3	4,318	4,457	4,130	4,259	3,740	3,904	3,007	3,156
OR . . . . .	31,193	33,367	26,619	4.7	5,049	5,300	4,854	5,090	4,952	5,241	3,445	3,664
PA . . . . .	104,471	113,492	24,724	8.7	17,841	19,216	16,698	17,981	11,736	12,320	9,777	10,290
RI . . . . .	7,359	7,801	21,037	6.4	1,551	1,542	1,409	1,400	782	782	573	577
SC . . . . .	31,320	33,343	24,427	5.3	5,981	6,355	5,818	6,177	3,762	3,963	3,068	3,244
SD . . . . .	7,244	7,651	27,984	5.2	1,211	1,257	1,177	1,221	892	948	698	746
TN . . . . .	49,132	51,706	25,325	4.2	7,695	8,363	7,472	8,115	6,977	7,623	5,529	6,079
TX . . . . .	165,526	170,864	25,050	1.6	28,491	29,494	27,354	28,293	22,564	23,601	17,630	18,572
UT . . . . .	15,331	16,871	26,653	7.0	3,196	3,395	3,115	3,306	1,969	2,136	1,494	1,629
VT . . . . .	5,144	5,652	25,153	8.8	1,214	1,244	1,170	1,197	358	368	262	271
VA . . . . .	66,648	67,433	26,958	0.1	12,560	12,675	12,061	12,158	8,098	8,095	5,842	5,855
WA . . . . .	49,551	51,953	24,316	3.2	9,004	9,271	8,664	8,914	6,457	6,708	4,633	4,830
WV . . . . .	13,616	14,177	19,919	3.8	2,826	2,937	2,760	2,866	1,975	2,036	1,561	1,608
WI . . . . .	49,473	51,825	26,741	3.9	7,451	7,749	7,060	7,339	6,204	6,443	4,859	5,049
WY . . . . .	4,501	4,769	26,162	5.6	813	830	799	815	569	594	412	432

See footnotes at end of table.

## No. 1291. Retail Sales, by Type of Store and State: 1995 and 1996—Continued

[See headnote, page 774]

STATE	AUTOMOTIVE DEALERS (SIC 55 exc. 554)		EATING AND DRINKING PLACES (SIC 58)		GASOLINE SERVICE STATIONS (SIC 554)		BUILDING MATERIALS AND GARDEN SUPPLIES (SIC 52)		APPAREL AND ACCESSORY STORES (SIC 56)		FURNITURE AND HOME FURNISHINGS STORES (SIC 57)	
	1995	1996	1995	1996	1995	1996	1995	1996	1995	1996	1995	1996
<b>U.S. . . .</b>	<b>569,571</b>	<b>605,128</b>	<b>241,780</b>	<b>243,843</b>	<b>153,262</b>	<b>160,271</b>	<b>119,570</b>	<b>128,045</b>	<b>110,165</b>	<b>113,103</b>	<b>128,362</b>	<b>134,370</b>
AL . . . . .	9,377	9,613	3,168	3,140	2,791	2,763	2,081	2,061	1,572	1,594	1,568	1,554
AK . . . . .	1,162	1,249	728	732	384	408	413	462	281	307	249	259
AZ . . . . .	8,572	10,013	5,342	5,486	2,408	2,658	1,870	2,108	1,455	1,503	2,190	2,354
AR . . . . .	5,990	6,334	1,672	1,733	1,754	1,820	1,247	1,291	674	712	731	757
CA . . . . .	56,523	59,854	26,812	25,916	17,058	17,754	13,575	14,929	12,919	13,923	17,200	17,652
CO . . . . .	7,805	8,998	5,145	5,255	2,085	2,290	1,978	2,207	1,310	1,348	2,417	2,573
CT . . . . .	6,015	7,072	2,663	2,575	2,210	2,418	1,720	1,896	1,769	1,846	1,477	1,629
DE . . . . .	1,650	1,673	714	777	425	439	441	480	318	326	489	505
DC . . . . .	162	155	1,065	1,093	189	185	51	53	349	337	283	276
FL . . . . .	41,680	44,202	14,261	16,230	7,652	8,272	6,506	7,403	7,083	7,583	8,747	9,428
GA . . . . .	16,396	17,038	6,760	7,539	4,350	4,600	3,502	3,906	3,067	3,217	3,735	3,948
HI . . . . .	1,951	2,073	1,951	1,892	652	680	429	472	979	1,058	601	619
ID . . . . .	2,692	3,108	1,227	1,252	756	824	799	891	346	355	608	649
IL . . . . .	26,068	26,900	11,703	11,413	6,052	6,254	4,381	4,464	5,280	5,017	6,862	7,076
IN . . . . .	13,224	13,943	5,706	5,683	3,874	4,091	2,671	2,778	1,761	1,714	2,765	2,918
IA . . . . .	7,030	7,421	2,539	2,538	2,251	2,407	1,484	1,563	834	856	1,166	1,252
KS . . . . .	6,119	6,347	2,293	2,250	1,648	1,730	1,000	1,034	754	757	1,127	1,186
KY . . . . .	7,584	7,804	3,314	3,290	2,958	2,942	2,059	2,046	1,095	1,115	1,362	1,354
LA . . . . .	9,523	9,659	3,661	3,645	2,743	2,725	1,818	1,809	1,517	1,542	1,514	1,508
ME . . . . .	2,092	2,460	899	871	750	823	768	848	578	603	364	401
MD . . . . .	10,644	10,455	4,640	4,889	2,702	2,705	2,098	2,214	2,464	2,438	2,843	2,839
MA . . . . .	9,988	11,769	5,779	5,635	3,422	3,753	2,531	2,794	3,410	3,576	2,464	2,728
MI . . . . .	24,771	26,146	9,284	9,260	5,784	6,122	4,498	4,678	3,947	3,830	5,314	5,598
MN . . . . .	10,847	11,205	4,270	4,172	3,382	3,531	2,537	2,610	1,613	1,619	2,183	2,287
MS . . . . .	4,737	4,720	1,549	1,493	1,386	1,335	1,061	1,022	663	653	717	690
MO . . . . .	13,840	13,982	5,606	5,355	4,255	4,342	2,401	2,419	1,788	1,749	2,324	2,381
MT . . . . .	1,731	1,962	1,123	1,122	546	588	564	618	241	242	424	442
NE . . . . .	3,844	3,857	1,627	1,542	1,205	1,223	668	667	556	540	889	902
NV . . . . .	3,288	3,904	2,262	2,362	912	1,026	911	1,044	673	708	962	1,050
NH . . . . .	2,526	3,035	960	950	704	786	821	925	623	666	592	669
NJ . . . . .	18,433	19,859	6,378	5,966	4,175	4,238	3,269	3,432	5,143	5,119	4,415	4,641
NM . . . . .	3,012	3,481	2,053	2,094	1,102	1,209	786	877	526	540	784	835
NY . . . . .	26,921	28,702	14,415	13,367	6,941	6,974	6,631	6,890	10,205	10,096	7,764	8,093
NC . . . . .	16,423	17,447	6,462	7,372	4,131	4,473	4,463	5,085	2,887	3,099	3,807	4,118
ND . . . . .	1,780	1,865	593	587	548	581	351	367	193	196	237	251
OH . . . . .	26,058	28,007	11,827	12,015	6,987	7,522	4,778	5,071	3,804	3,762	5,733	6,163
OK . . . . .	7,699	7,984	2,564	2,613	1,894	1,923	1,084	1,102	983	1,025	1,038	1,058
OR . . . . .	7,655	8,302	2,899	2,873	1,994	2,128	2,041	2,300	1,238	1,365	1,668	1,753
PA . . . . .	25,873	29,267	9,379	9,216	6,078	6,486	5,128	5,657	4,979	5,217	4,552	5,030
RI . . . . .	1,249	1,466	794	765	567	618	327	359	353	367	297	327
SC . . . . .	7,550	7,797	3,233	3,583	2,223	2,338	2,032	2,255	1,549	1,615	1,660	1,744
SD . . . . .	1,969	2,099	697	704	654	705	368	392	235	244	306	331
TN . . . . .	13,377	14,143	4,861	4,967	3,768	3,839	2,768	2,823	1,948	2,037	2,222	2,273
TX . . . . .	46,063	47,877	16,621	16,945	11,053	11,262	6,749	6,879	7,620	7,927	7,660	7,808
UT . . . . .	3,428	4,033	1,838	1,909	1,016	1,130	866	983	614	643	1,038	1,124
VT . . . . .	1,013	1,223	443	440	374	420	401	455	219	234	170	193
VA . . . . .	15,386	15,093	6,294	6,636	4,196	4,199	3,302	3,474	3,414	3,388	4,393	4,397
WA . . . . .	11,117	11,826	4,873	4,733	3,279	3,433	3,360	3,718	2,125	2,300	2,880	2,965
WV . . . . .	3,307	3,344	1,136	1,234	1,002	1,032	882	957	451	460	573	590
WI . . . . .	12,481	13,294	5,082	5,119	3,467	3,703	2,898	3,050	1,619	1,591	2,826	3,014
WY . . . . .	944	1,068	615	613	523	562	205	225	141	142	171	178

<sup>1</sup> Includes other types of stores, not shown separately. <sup>2</sup> Based on number of households as of July 1 as estimated by source. Minus sign (-) indicates decrease.

Source: Market Statistics, New York, NY, *The Survey of Buying Power Data Service*, annual (copyright).

## No. 1292. Merchant Wholesalers—Summary: 1990 to 1997

[Inventories and stock/sales ratios, as of December, seasonally adjusted. Data reflect latest revision. Based on Current Business Survey; see Appendix III]

KIND OF BUSINESS	1987 SIC code <sup>1</sup>	1990	1993	1994	1995	1996	1997
SALES (bil. dol.)							
<b>Merchant wholesalers</b> . . . . .		<b>1,793.8</b>	<b>1,940.2</b>	<b>2,075.7</b>	<b>2,265.7</b>	<b>2,420.7</b>	<b>2,527.4</b>
<b>Durable goods</b> . . . . .	<b>50</b>	<b>881.2</b>	<b>986.9</b>	<b>1,082.3</b>	<b>1,179.2</b>	<b>1,245.8</b>	<b>1,305.2</b>
Motor vehicles, parts, and supplies . . . . .	501	173.9	179.3	197.2	202.6	211.1	218.4
Furniture and homefurnishings . . . . .	502	33.9	34.9	36.7	40.9	43.6	42.7
Lumber and construction materials . . . . .	503	63.6	71.5	78.1	77.1	85.8	88.2
Professional and commercial equipment . . . . .	504	114.3	159.2	165.7	194.6	231.4	256.2
Metals and minerals, except petroleum . . . . .	505	77.8	80.2	92.4	100.5	98.4	106.0
Electrical goods . . . . .	506	116.5	131.9	150.2	169.8	173.8	178.1
Hardware, plumbing and heating equipment . . . . .	507	52.7	55.5	63.7	67.6	70.5	75.5
Machinery, equipment and supplies . . . . .	508	157.0	160.6	169.8	182.7	187.3	193.4
Miscellaneous durable goods . . . . .	509	91.4	113.8	128.3	143.3	143.9	146.6
<b>Nondurable goods</b> . . . . .	<b>51</b>	<b>912.6</b>	<b>953.3</b>	<b>993.4</b>	<b>1,086.5</b>	<b>1,174.9</b>	<b>1,222.2</b>
Paper and paper products . . . . .	511	51.6	59.2	67.6	82.0	82.7	89.2
Drugs, proprietaries, and sundries . . . . .	512	51.5	72.2	83.2	95.0	102.9	119.6
Apparel, piece goods, and notions . . . . .	513	64.9	70.4	72.5	70.6	75.5	87.2
Groceries and related products . . . . .	514	272.5	285.3	288.6	304.7	315.4	329.0
Farm-product raw materials . . . . .	515	107.6	96.0	95.4	113.7	130.2	118.1
Chemicals and allied products . . . . .	516	35.7	39.1	41.8	47.8	53.5	56.0
Petroleum and petroleum products . . . . .	517	148.5	139.3	143.0	150.6	177.8	181.2
Beer, wine, and distilled beverages . . . . .	518	49.3	53.3	53.0	54.1	56.4	57.9
Miscellaneous nondurable goods . . . . .	519	131.0	140.4	148.2	168.2	180.7	183.6
INVENTORIES (bil. dol.)							
<b>Merchant wholesalers</b> . . . . .		<b>195.6</b>	<b>215.9</b>	<b>234.9</b>	<b>253.1</b>	<b>256.2</b>	<b>272.5</b>
<b>Durable goods</b> . . . . .	<b>50</b>	<b>126.2</b>	<b>135.6</b>	<b>149.0</b>	<b>160.3</b>	<b>161.7</b>	<b>171.3</b>
Motor vehicles, parts, and supplies . . . . .	501	23.5	24.4	25.5	27.0	26.6	28.2
Furniture and homefurnishings . . . . .	502	4.6	4.8	4.9	5.1	5.3	5.3
Lumber and construction materials . . . . .	503	6.0	6.7	7.4	7.4	7.7	7.6
Professional and commercial equipment . . . . .	504	15.8	17.9	20.5	22.8	22.3	23.9
Metals and minerals, except petroleum . . . . .	505	10.7	11.1	12.8	12.8	12.7	13.8
Electrical goods . . . . .	506	15.9	17.5	20.2	23.5	23.0	24.1
Hardware, plumbing and heating equipment . . . . .	507	8.5	9.3	10.8	11.0	12.1	12.4
Machinery, equipment and supplies . . . . .	508	31.5	29.2	31.6	34.7	35.9	39.6
Miscellaneous durable goods . . . . .	509	9.8	14.6	15.2	15.8	16.0	16.4
<b>Nondurable goods</b> . . . . .	<b>51</b>	<b>69.4</b>	<b>80.2</b>	<b>85.9</b>	<b>92.8</b>	<b>94.5</b>	<b>101.2</b>
Paper and paper products . . . . .	511	4.9	6.3	7.0	8.3	8.6	9.7
Drugs, proprietaries, and sundries . . . . .	512	6.5	10.4	11.6	12.0	13.7	15.8
Apparel, piece goods, and notions . . . . .	513	9.8	11.4	12.2	11.9	11.8	13.1
Groceries and related products . . . . .	514	14.7	15.7	16.1	16.7	17.8	17.7
Farm-product raw materials . . . . .	515	8.8	10.0	10.4	12.3	9.6	10.5
Chemicals and allied products . . . . .	516	3.1	3.7	4.1	4.6	4.7	4.9
Petroleum and petroleum products . . . . .	517	4.4	4.0	4.9	4.9	5.7	5.1
Beer, wine, and distilled beverages . . . . .	518	4.4	4.5	4.6	4.8	5.0	5.1
Miscellaneous nondurable goods . . . . .	519	12.7	14.2	14.9	17.3	17.7	19.3
STOCK/SALES RATIO							
<b>Merchant wholesalers</b> . . . . .		<b>1.31</b>	<b>1.33</b>	<b>1.28</b>	<b>1.28</b>	<b>1.25</b>	<b>1.28</b>
<b>Durable goods</b> . . . . .	<b>50</b>	<b>1.75</b>	<b>1.61</b>	<b>1.55</b>	<b>1.56</b>	<b>1.54</b>	<b>1.56</b>
Motor vehicles, parts, and supplies . . . . .	501	1.66	1.63	1.50	1.54	1.47	1.61
Furniture and homefurnishings . . . . .	502	1.71	1.69	1.45	1.48	1.44	1.46
Lumber and construction materials . . . . .	503	1.33	1.01	1.03	1.13	1.07	1.02
Professional and commercial equipment . . . . .	504	1.58	1.35	1.37	1.29	1.13	1.04
Metals and minerals, except petroleum . . . . .	505	1.60	1.62	1.54	1.54	1.52	1.53
Electrical goods . . . . .	506	1.71	1.50	1.51	1.58	1.68	1.62
Hardware, plumbing and heating equipment . . . . .	507	1.90	1.94	1.90	1.89	2.04	1.96
Machinery, equipment and supplies . . . . .	508	2.49	2.16	2.11	2.10	2.29	2.40
Miscellaneous durable goods . . . . .	509	1.27	1.52	1.35	1.31	1.31	1.37
<b>Nondurable goods</b> . . . . .	<b>51</b>	<b>0.90</b>	<b>1.03</b>	<b>0.99</b>	<b>0.99</b>	<b>0.94</b>	<b>0.99</b>
Paper and paper products . . . . .	511	1.16	1.21	1.11	1.20	1.21	1.27
Drugs, proprietaries, and sundries . . . . .	512	1.49	1.65	1.59	1.44	1.52	1.48
Apparel, piece goods, and notions . . . . .	513	1.77	2.12	2.07	2.00	1.73	1.77
Groceries and related products . . . . .	514	0.66	0.67	0.64	0.63	0.69	0.64
Farm-product raw materials . . . . .	515	1.04	1.20	1.19	1.25	0.89	1.05
Chemicals and allied products . . . . .	516	0.97	1.14	1.09	1.08	1.05	1.04
Petroleum and petroleum products . . . . .	517	0.33	0.39	0.40	0.37	0.35	0.36
Beer, wine, and distilled beverages . . . . .	518	0.95	1.06	1.02	1.03	1.08	0.99
Miscellaneous nondurable goods . . . . .	519	1.17	1.22	1.13	1.18	1.17	1.24

<sup>1</sup> Based on 1987 Standard Industrial Classification code; see text, Section 13.

Source: U.S. Bureau of the Census, *Current Business Reports, Annual Benchmark Report for Wholesale Trade, January 1988 Through February 1998*, (BW/97-RV).



**No. 1293. Wholesale Trade, by Kind of Business: 1987 and 1992**

[Based on 1987 Standard Industrial Classification (SIC) code; see text, Section 13]

KIND OF BUSINESS	ESTABLISHMENTS <sup>1</sup> (1,000)		SALES (mil. dol.)		ANNUAL PAYROLL (mil. dol.)		PAID EMPLOYEES <sup>2</sup> (1,000)	
	1987	1992	1987	1992	1987	1992	1987	1992
<b>Wholesale trade . . . . .</b>	<b>469.5</b>	<b>495.5</b>	<b>2,508,258</b>	<b>3,238,520</b>	<b>133,357</b>	<b>173,272</b>	<b>5,596</b>	<b>5,791</b>
Durable goods . . . . .	297.3	313.5	1,262,302	1,593,874	82,767	105,155	3,332	3,349
Motor vehicles, parts, and supplies . . . . .	45.8	47.3	326,625	394,104	9,872	12,065	483	489
Furniture and home furnishings . . . . .	14.5	16.5	48,123	58,927	3,652	4,612	153	161
Lumber and construction materials . . . . .	19.1	19.5	79,946	89,764	5,476	6,060	231	211
Professional & commercial equipment . . . . .	44.2	46.8	175,149	262,974	19,728	26,380	698	685
Metals and minerals, except petroleum . . . . .	11.1	11.2	114,528	118,322	4,038	4,684	143	138
Electrical goods . . . . .	35.3	39.3	179,727	227,784	12,104	15,070	441	436
Hardware, plumbing, heating equipment . . . . .	23.1	24.7	57,126	76,088	5,610	7,106	235	241
Machinery, equipment, supplies . . . . .	71.7	73.9	178,892	230,004	16,731	21,267	682	690
Miscellaneous durable goods . . . . .	32.3	34.3	102,185	135,906	5,556	7,912	266	299
Nondurable goods . . . . .	172.2	182.0	1,245,956	1,644,647	50,589	68,117	2,264	2,442
Paper and paper products . . . . .	16.8	19.7	83,173	106,580	5,202	6,939	228	269
Drugs, proprietaries, and sundries . . . . .	4.9	6.1	64,280	129,306	2,968	5,368	120	158
Apparel, piece goods, and notions . . . . .	16.9	19.6	81,476	109,203	4,661	6,522	181	196
Groceries and related products . . . . .	42.1	42.9	380,945	504,567	16,729	21,723	763	812
Farm-product raw materials . . . . .	12.6	11.6	117,606	136,869	1,847	2,100	117	109
Chemicals and allied products . . . . .	12.7	14.2	94,620	132,471	3,847	5,596	131	147
Petroleum and petroleum products . . . . .	16.7	16.1	234,874	281,585	3,658	4,447	175	169
Beer, wine, and distilled beverages . . . . .	5.8	5.3	49,433	59,487	3,849	4,670	146	142
Misc. nondurable goods . . . . .	43.7	46.8	139,550	184,577	7,828	10,754	404	441

<sup>1</sup> Number of establishments in business at any time during the year. <sup>2</sup> For pay period including March 12.Source: U.S. Bureau of the Census, *Census of Wholesale Trade: 1987, WC87-A-52 and 1992, WC92-A-52.***No. 1294. Selected Service Industries—Summary: 1987 and 1992**

[For establishments with payroll]

KIND OF BUSINESS	1987 SIC code <sup>1</sup>	ESTABLISHMENTS <sup>2</sup> (1,000)		RECEIPTS OR EXPENSES <sup>3</sup> (mil. dol.)		PAID EMPLOYEES <sup>4</sup> (1,000)	
		1987	1992	1987	1992	1987	1992
<b>Firms subject to Federal income tax<sup>5</sup> . . . . .</b>	<b>(X)</b>	<b>1,626</b>	<b>1,825</b>	<b>772,194</b>	<b>1,202,613</b>	<b>16,055</b>	<b>19,290</b>
Hotels and other lodging places <sup>6</sup> . . . . .	70 ex. 704	47	49	51,865	69,204	1,411	1,489
Personal services . . . . .	72	185	197	31,491	43,280	1,105	1,218
Business services . . . . .	73	252	307	166,322	274,892	4,414	5,542
Automotive repair, services, and parking . . . . .	75	151	172	51,423	70,033	785	864
Miscellaneous repair services . . . . .	76	66	72	20,838	30,732	346	428
Amusement and recreation services and museums <sup>7</sup> . . . . .	78, 79, 84	99	115	57,638	92,915	1,094	1,382
Health services . . . . .	80	407	442	182,289	299,067	3,592	4,453
Legal services . . . . .	81	138	152	66,998	101,114	808	924
Social services . . . . .	83	43	59	7,330	13,349	357	505
Engineering and management services <sup>8</sup> . . . . .	87 ex. 8733	205	233	127,344	192,819	1,969	2,271
<b>Firms exempt from Federal income tax<sup>5</sup> . . . . .</b>	<b>(X)</b>	<b>176</b>	<b>209</b>	<b>253,284</b>	<b>423,900</b>	<b>6,737</b>	<b>8,109</b>
Selected health services . . . . .	8011 pt.; 8021 pt.; 805, 6, 8, 9	19	24	184,920	312,050	4,648	5,565
Social services . . . . .	83	63	82	26,884	47,170	1,110	1,407
Selected membership organizations . . . . .	861, 2, 4, 9	68	72	22,028	33,795	539	603

X Not applicable. <sup>1</sup> Based on 1987 Standard Industrial Classification; see text, Section 13. <sup>2</sup> Number of establishments in business at any time during the year. <sup>3</sup> Receipts refer to establishments subject to Federal income tax. Expenses refer to establishments exempt from Federal income tax. <sup>4</sup> For pay period including March 12. <sup>5</sup> Includes other kinds of business, not shown separately. <sup>6</sup> Excludes membership lodging. <sup>7</sup> Includes motion pictures. <sup>8</sup> Except noncommercial research organizations.

Source: U.S. Bureau of the Census, *1992 Census of Service Industries*, Geographic Area Series, SC92-A-52.**No. 1295. National Nonprofit Associations—Number, by Type: 1980 to 1997**

[The complete publication including this copyright table is available from the U.S. Government Printing Office and the National Technical Information Service]

## No. 1296. Service Industries—Summary of Taxable Firms: 1992

KIND OF BUSINESS	1987 SIC code <sup>1</sup>	ALL ESTABLISHMENTS		ESTABLISHMENTS WITH PAYROLL			
		Establishments <sup>2</sup> (1,000)	Receipts (mil. dol.)	Establishments <sup>2</sup> (1,000)	Receipts (mil. dol.)	Annual payroll (mil. dol.)	Paid employ- ees (1,000)
<b>Firms subject to Federal income tax <sup>4</sup> . . .</b>	<b>(X)</b>	<b>8,593.5</b>	<b>1,345,146</b>	<b>1,825.4</b>	<b>1,202,613</b>	<b>452,697</b>	<b>19,290</b>
Hotels and other lodging places <sup>4 5</sup> . . . . .	70 ex. 704	92.9	71,038	48.6	69,204	19,633	1,489
Hotels and motels . . . . .	701	69.1	68,508	41.7	67,193	19,187	1,456
Personal services <sup>4</sup> . . . . .	72	1,320.9	59,598	197.1	43,280	14,379	1,218
Laundry, cleaning, and garment services . . . . .	721	124.4	18,805	55.8	17,140	5,588	426
Photographic studios, portrait . . . . .	722	64.3	4,280	11.4	3,191	853	67
Beauty and barber shops . . . . .	723, 4	471.6	15,951	87.7	10,347	4,428	402
Funeral service and crematories . . . . .	726	25.2	7,588	15.6	7,145	1,856	88
Business services <sup>4</sup> . . . . .	73	2,056.2	309,439	306.6	274,892	109,299	5,542
Advertising <sup>4</sup> . . . . .	731	91.6	22,673	19.0	19,456	7,223	196
Advertising agencies . . . . .	7311	(NA)	(NA)	13.9	13,608	5,649	132
Credit reporting and collection . . . . .	732	14.6	6,377	7.5	6,151	2,163	98
Mailing, reproduction, stenographic <sup>4</sup> . . . . .	733	154.5	20,990	32.1	18,339	5,522	235
Direct mail advertising services . . . . .	7331	(NA)	(NA)	3.9	6,434	1,777	79
Services to dwellings and other buildings . . . . .	734	460.5	23,586	57.6	19,003	9,164	818
Miscellaneous equipment rental and leasing . . . . .	735	52.4	22,782	24.8	21,778	4,905	200
Personnel supply services <sup>4</sup> . . . . .	736	54.1	38,709	31.2	38,163	26,436	1,975
Help supply services . . . . .	7363	(NA)	(NA)	19.0	33,587	24,075	1,842
Computer and data processing services <sup>4</sup> . . . . .	737	223.6	104,650	59.1	101,073	35,598	886
Computer programming services . . . . .	7371	(NA)	(NA)	23.3	23,548	10,890	243
Prepackaged software . . . . .	7372	(NA)	(NA)	7.1	20,802	6,614	131
Computer integrated systems design . . . . .	7373	(NA)	(NA)	5.0	14,805	4,151	98
Data processing and preparation . . . . .	7374	(NA)	(NA)	7.3	20,200	6,796	230
Information retrieval services . . . . .	7375	(NA)	(NA)	1.1	3,900	1,098	32
Computer maintenance and repair . . . . .	7378	(NA)	(NA)	5.0	7,353	2,300	63
Detective and armored car services . . . . .	7381	(NA)	(NA)	11.6	9,193	5,794	482
Photofinishing laboratories . . . . .	7384	(NA)	(NA)	7.8	4,415	1,200	69
Auto repair, services, and parking <sup>4</sup> . . . . .	75	454.3	78,512	172.0	70,033	15,550	864
Automotive rentals, no drivers <sup>4</sup> . . . . .	751	22.2	20,906	10.6	20,574	2,757	132
Truck rental and leasing, no drivers . . . . .	7513	(NA)	(NA)	4.3	7,445	1,029	42
Passenger car rental . . . . .	7514	(NA)	(NA)	4.9	10,280	1,475	81
Automotive repair shops <sup>4</sup> . . . . .	753	334.5	46,200	128.7	39,746	10,337	520
Top and body repair and paint shops . . . . .	7532	(NA)	(NA)	35.0	12,262	3,445	166
General automotive repair shops . . . . .	7538	(NA)	(NA)	64.8	17,773	4,406	230
Automotive services, except repair . . . . .	754	85.8	7,661	22.5	6,047	1,776	160
Miscellaneous repair services <sup>4</sup> . . . . .	76	269.8	35,237	71.6	30,732	9,695	428
Electrical repair shops . . . . .	762	71.6	11,875	21.2	10,667	3,707	162
Amusement and recreation services <sup>4 6</sup> . . . . .	78, 79, 84	691.7	103,556	114.8	92,915	25,357	1,382
Motion picture prod., distribution, services . . . . .	781, 2	54.1	34,289	13.0	33,062	8,084	249
Motion picture theaters . . . . .	783	8.1	5,879	6.9	5,817	788	105
Video tape rental . . . . .	784	33.7	5,495	22.0	5,075	944	124
Producers, orchestras, entertainers <sup>7</sup> . . . . .	792	288.6	13,054	10.1	8,625	2,895	69
Commercial sports . . . . .	794	71.6	9,010	3.8	7,594	4,022	90
Physical fitness facilities . . . . .	7991	29.6	4,135	9.2	3,824	1,043	130
Health services <sup>4</sup> . . . . .	80	1,005.5	321,650	441.7	299,067	129,093	4,453
Offices and clinics of doctors of medicine . . . . .	801	328.9	151,824	197.7	141,429	68,732	1,357
Offices and clinics of dentists . . . . .	802	138.5	36,939	108.8	35,523	13,039	555
Offices, clinics of doctors of osteopathy . . . . .	803	14.2	4,008	8.7	3,638	1,650	47
Offices of other health practitioners <sup>4</sup> . . . . .	804	243.0	23,892	74.7	18,926	6,150	283
Offices and clinics of chiropractors . . . . .	8041	41.4	6,555	27.3	5,918	1,652	85
Offices and clinics of optometrists . . . . .	8042	26.0	5,333	17.1	4,940	1,301	69
Nursing and personal care facilities . . . . .	805	51.8	34,742	15.0	33,990	15,954	1,135
Hospitals . . . . .	806	(NA)	(NA)	1.4	31,083	10,556	428
General medical and surgical hospitals . . . . .	8062	(NA)	(NA)	0.7	24,162	8,013	323
Medical and dental laboratories <sup>4</sup> . . . . .	807	29.4	15,172	16.0	14,460	4,804	178
Medical laboratories . . . . .	8071	(NA)	(NA)	8.4	12,511	3,980	139
Home health care services . . . . .	808	(NA)	(NA)	8.0	10,414	4,853	342
Legal services . . . . .	81	326.9	108,443	151.7	101,114	39,328	924
Selected educational services . . . . .	823, 4, 9	240.7	9,158	14.7	7,242	2,457	133
Social services <sup>4</sup> . . . . .	83	617.4	18,201	59.1	13,349	5,466	505
Child day care services . . . . .	835	524.4	8,708	35.3	5,270	2,388	283
Engineering and architectural services <sup>4</sup> . . . . .	871	225.4	83,033	68.1	78,770	32,745	825
Engineering services . . . . .	8711	131.3	67,716	41.8	65,245	27,247	658
Architectural services . . . . .	8712	71.6	12,682	17.9	11,244	4,408	122
Accounting, auditing, and bookkeeping . . . . .	872	325.5	37,191	79.1	34,038	14,001	521
Research and testing services <sup>8</sup> . . . . .	873 ex. 8733	30.4	22,910	13.5	22,690	9,227	282
Management and public relations <sup>4</sup> . . . . .	874	735.8	72,490	72.1	57,321	23,371	644
Management services . . . . .	8741	111.0	23,774	19.7	21,728	8,516	278
Management consulting services . . . . .	8742	(NA)	(NA)	33.8	22,629	9,620	212

NA Not available. X Not applicable. <sup>1</sup> Based on 1987 Standard Industrial Classification; see text, Section 13. <sup>2</sup> Represents the number of establishments in business at any time during year. <sup>3</sup> For pay period including March 12. <sup>4</sup> Includes other kinds of business, not shown separately. <sup>5</sup> Excludes membership lodging. <sup>6</sup> Includes motion pictures and museums. <sup>7</sup> Excludes motion picture producers. <sup>8</sup> Excludes noncommercial research organizations.

Source: U.S. Bureau of the Census, 1992 *Census of Service Industries*, SC92-A-52 and SC92-N-1.

**No. 1297. Services—Establishments, Employees, and Payroll: 1990 and 1995**

[Covers establishments with payroll. Employees are for the week including March 12. Most government employees are excluded. For statement on methodology, see Appendix III]

KIND OF BUSINESS	1987 SIC code <sup>1</sup>	ESTABLISHMENTS (1,000)		EMPLOYEES (1,000)		PAYROLL (bil. dol.)	
		1990	1995	1990	1995	1990	1995
<b>Services, total <sup>2</sup></b> . . . . .	<b>(I)</b>	<b>2,059.3</b>	<b>2,385.5</b>	<b>28,800</b>	<b>34,707</b>	<b>599.4</b>	<b>864.4</b>
Hotels and other lodging places . . . . .	70	50.6	54.1	1,529	1,575	19.1	23.9
Hotels and motels . . . . .	701	39.2	43.3	1,463	1,519	18.3	23.0
Personal services <sup>2</sup> . . . . .	72	186.1	202.3	1,196	1,282	13.5	16.6
Laundry, cleaning, and garment services . . . . .	721	50.4	56.3	418	443	5.2	6.3
Beauty shops . . . . .	723	76.1	81.7	371	395	3.9	4.8
Barber shops . . . . .	724	5.1	4.5	16	14	0.2	0.2
Funeral service and crematories . . . . .	726	14.9	15.8	85	100	1.7	2.2
Business services <sup>2</sup> . . . . .	73	292.3	352.7	5,119	6,825	98.1	157.7
Advertising . . . . .	731	19.1	20.6	204	226	7.3	9.1
Advertising agencies . . . . .	7311	11.1	13.7	137	142	5.4	6.9
Credit reporting and collection . . . . .	732	6.6	7.2	94	106	2.0	2.6
Mailing, reproduction, stenographic <sup>2</sup> . . . . .	733	26.2	33.9	233	279	5.1	7.3
Direct mail advertising services . . . . .	7331	3.5	4.1	84	88	1.7	2.2
Commercial art and graphic design . . . . .	7336	9.0	12.9	52	59	1.5	2.0
Services to buildings . . . . .	734	48.5	62.9	802	902	8.3	11.2
Misc. equipment rental and leasing . . . . .	735	22.6	25.5	209	227	4.9	6.3
Personnel supply services <sup>2</sup> . . . . .	736	27.0	35.6	1,518	2,648	20.6	44.2
Employment agencies . . . . .	7361	12.8	13.2	247	249	4.3	5.2
Help supply services . . . . .	7363	13.3	22.2	1,210	2,397	15.6	38.9
Computer and data processing services <sup>2</sup> . . . . .	737	40.5	75.2	773	1,118	28.5	53.2
Computer programming services . . . . .	7371	12.4	25.5	217	311	8.9	16.3
Prepackaged software . . . . .	7372	3.8	7.0	76	162	3.5	10.1
Computer integrated systems design . . . . .	7373	3.3	5.8	82	111	3.5	5.3
Data processing and preparation . . . . .	7374	6.8	7.9	229	270	6.4	9.5
Information retrieval services . . . . .	7375	0.5	1.7	17	39	0.5	1.7
Computer maintenance and repair . . . . .	7378	3.3	4.9	53	63	1.9	2.6
Miscellaneous business services . . . . .	738	62.7	77.1	1,093	1,298	17.2	23.2
Detective and armored car services . . . . .	7381	9.4	12.4	467	534	5.2	7.2
Photofinishing laboratories . . . . .	7384	6.2	7.2	76	72	1.2	1.4
Automotive repair, services, and parking <sup>2</sup> . . . . .	75	156.6	181.3	877	991	15.2	19.4
Automotive rentals, no drivers <sup>2</sup> . . . . .	751	10.5	10.6	147	141	2.9	3.2
Truck rental and leasing, no drivers . . . . .	7513	4.0	4.8	51	38	1.2	1.1
Passenger car rental . . . . .	7514	4.5	4.3	78	92	1.3	1.9
Automotive repair shops <sup>2</sup> . . . . .	753	112.7	134.3	507	581	9.6	12.8
Top and body repair and paint shops . . . . .	7532	30.5	34.7	164	186	3.2	4.3
General automotive repair shops . . . . .	7538	54.8	69.5	214	262	3.8	5.5
Automotive services, except repair . . . . .	754	18.1	25.4	145	200	1.5	2.5
Miscellaneous repair services . . . . .	76	67.4	73.6	403	456	8.7	11.8
Electrical repair shops . . . . .	762	17.2	20.2	115	154	2.6	4.2
Motion pictures <sup>2</sup> . . . . .	78	35.4	42.9	430	512	8.6	11.2
Motion picture production and services . . . . .	781	9.2	12.9	189	217	5.9	7.9
Motion picture distribution and services . . . . .	782	1.0	1.4	24	22	0.9	1.2
Motion picture theaters . . . . .	783	7.0	6.6	107	112	0.8	0.9
Video tape rental . . . . .	784	16.4	21.2	103	160	0.8	1.2
Amusement and recreation services <sup>2</sup> . . . . .	79	75.2	93.5	1,032	1,324	16.1	25.3
Producers, orchestras, entertainers . . . . .	792	9.7	14.7	126	154	3.3	5.0
Commercial sports . . . . .	794	3.3	4.4	79	95	3.0	5.5
Sports clubs, managers, & promoters . . . . .	7941	0.9	1.5	27	41	2.2	4.5
Amusement parks . . . . .	7996	0.7	1.0	69	96	1.1	1.5
Membership sports and recreation clubs . . . . .	7997	13.1	14.5	242	278	3.4	4.6
Health services <sup>2</sup> . . . . .	80	436.7	478.3	8,811	10,851	213.8	314.7
Offices and clinics of medical doctors . . . . .	801	193.6	194.3	1,387	1,664	63.0	85.6
Offices and clinics of dentists . . . . .	802	104.7	111.2	533	615	11.6	16.1
Offices of other health practitioners . . . . .	804	62.5	80.1	250	335	5.0	7.9
Offices and clinics of chiropractors . . . . .	8041	22.9	29.0	73	89	1.3	1.8
Nursing and personal care facilities . . . . .	805	19.1	22.0	1,461	1,756	18.6	28.1
Hospitals <sup>3</sup> . . . . .	806	6.3	7.4	4,325	5,091	99.2	146.1
Medical and dental laboratories . . . . .	807	14.4	16.1	158	196	3.8	5.5
Medical laboratories . . . . .	8071	7.1	8.6	118	156	3.0	4.6
Home health care services . . . . .	808	7.7	14.0	351	749	4.8	13.2
Legal services . . . . .	81	142.4	163.6	932	961	36.0	43.2
Elementary and secondary schools . . . . .	821	14.3	17.1	451	589	6.6	10.2
Colleges and universities . . . . .	822	3.0	3.5	1,082	1,251	19.2	27.0
Social services <sup>2</sup> . . . . .	83	115.6	155.8	1,750	2,263	20.9	32.1
Child day care services . . . . .	835	39.0	49.1	405	535	3.4	5.5
Residential care . . . . .	836	21.0	29.9	417	550	5.4	8.2
Museums, botanical, zoological gardens . . . . .	84	3.2	3.8	64	76	1.1	1.5
Business associations . . . . .	861	12.7	14.6	99	111	2.7	3.8
Civic and social associations . . . . .	864	40.0	41.8	366	386	3.7	4.4
Engineering and management services <sup>2</sup> . . . . .	87	201.1	269.2	2,473	2,795	79.8	108.3
Engineering services . . . . .	8711	33.1	43.8	652	688	24.9	31.2
Architectural services . . . . .	8712	15.7	18.6	140	134	4.8	5.5
Accounting, auditing, and bookkeeping . . . . .	872	67.9	84.9	524	588	13.8	18.4
Research and testing services . . . . .	873	14.9	19.6	393	462	12.3	17.3
Management services . . . . .	8741	15.3	21.7	286	313	7.7	9.9
Management consulting services . . . . .	8742	24.5	41.3	226	352	8.6	17.0

<sup>1</sup> Based on 1987 Standard Industrial Classification; see text, Section 13. <sup>2</sup> Includes kinds of business not shown separately. <sup>3</sup> Includes government employees.

Source: U.S. Bureau of the Census, *County Business Patterns*, annual.

## No. 1298. Service Industries—Annual Receipts of Taxable Firms: 1985 to 1996

[In billions of dollars. Covers employer and nonemployer firms except as noted. Estimated]

KIND OF BUSINESS	1987 SIC code <sup>1</sup>	1985	1990	1992	1993	1994	1995	1996
Hotels and other lodging places <sup>2</sup>	70 ex. 704	45.4	64.2	71.0	74.1	79.6	84.1	88.9
Hotels and motels <sup>3</sup>	701	43.5	62.0	68.5	71.5	76.7	81.1	85.7
Personal services <sup>3</sup>	72	36.7	54.7	59.6	62.6	66.1	70.6	73.2
Laundry, cleaning, and garment services	721	12.8	17.3	18.8	19.1	19.7	20.7	21.5
Beauty shops	7231	9.0	12.8	14.4	14.6	15.2	16.4	16.9
Barber shops	7241	1.2	1.4	1.5	1.5	1.6	1.6	1.6
Funeral service and crematories	726	5.2	6.8	7.6	8.2	8.6	9.4	10.0
Business services <sup>3</sup>	73	155.9	280.7	309.4	337.4	375.1	425.1	485.2
Advertising	731	14.9	22.0	22.7	23.4	24.2	27.1	30.7
Advertising agencies	7311	11.1	16.1	16.0	16.7	17.3	19.3	21.4
Credit reporting and collection	732	3.7	5.8	6.4	7.0	7.1	7.7	8.6
Mailing, reproduction, stenographic <sup>3</sup>	733	14.5	20.8	21.0	21.9	22.3	24.4	25.8
Direct mail advertising services	7331	3.8	7.0	6.8	7.3	7.3	7.5	8.2
Commercial art and graphic design	7336	(NA)	6.1	6.2	6.0	6.3	6.8	7.3
Services to dwellings and other buildings	734	13.3	22.3	23.6	23.5	25.7	27.5	30.5
Miscellaneous equipment rental and leasing	735	(NA)	23.1	22.8	24.6	26.4	29.5	30.7
Personnel supply services	736	14.7	32.5	38.7	42.1	48.0	59.4	68.5
Employment agencies	7361	3.7	6.2	5.0	5.6	6.5	7.7	8.9
Help supply services	7363	(NA)	26.4	33.7	36.5	41.4	51.6	59.6
Computer and data processing services <sup>3</sup>	737	45.1	88.3	104.7	117.9	135.6	156.4	184.4
Computer programming services	7371	(NA)	21.3	25.0	27.4	31.1	35.1	42.2
Prepackaged software	7372	(NA)	16.5	21.2	25.2	28.9	33.2	39.3
Computer integrated systems design	7373	(NA)	12.9	15.2	16.2	17.0	17.5	20.2
Data processing and preparation	7374	(NA)	17.8	20.4	23.7	29.2	35.6	41.0
Information retrieval services	7375	(NA)	3.5	3.9	4.3	4.6	5.3	6.9
Computer maintenance and repair	7378	(NA)	7.0	7.7	8.3	9.3	10.7	12.0
Miscellaneous business services <sup>3</sup>	738	(NA)	65.8	69.7	77.0	85.7	93.1	106.0
Detective and armored car services	7381	(NA)	9.0	9.7	10.3	10.8	11.9	13.5
Photofinishing laboratories	7384	4.3	5.6	5.7	6.4	6.6	6.8	7.2
Automotive repair, services, and parking <sup>3</sup>	75	51.7	73.7	78.5	84.3	91.9	99.2	106.7
Automotive rentals, no drivers	751	14.6	20.8	20.9	22.7	24.4	26.6	29.4
Truck rental and leasing, without drivers	7513	5.5	8.5	7.6	8.1	9.0	10.1	11.2
Passenger car rental <sup>3</sup>	7514	(NA)	9.0	10.4	11.4	12.2	12.9	14.5
Automotive repair shops <sup>3</sup>	753	30.5	43.5	46.2	49.7	54.6	58.6	62.2
Top & body repair & paint shops	7532	(NA)	13.5	13.9	15.0	16.4	17.8	18.8
General automotive repair shops	7538	(NA)	19.6	21.3	22.7	25.2	27.3	28.9
Automotive services, except repair	754	(NA)	6.5	7.7	8.3	9.3	10.4	11.5
Miscellaneous repair services	76	20.7	32.8	35.2	36.8	40.7	44.9	46.2
Electrical repair shops	762	(NA)	11.3	11.9	12.4	13.1	14.5	14.6
Motion pictures	78	21.5	40.0	45.7	49.8	53.5	57.2	60.2
Motion picture produc., distribution, allied services	781,2	15.0	28.9	34.3	37.7	40.3	43.3	46.2
Motion picture theaters	783	3.8	6.1	5.9	6.0	6.2	6.5	7.0
Video tape rental	784	(NA)	5.0	5.5	6.2	7.0	7.4	6.9
Amusement and recreation services <sup>3</sup>	79	31.2	50.1	57.7	63.7	68.5	77.5	85.8
Producers, orchestras, entertainers	792	6.4	10.7	13.1	15.4	16.1	17.5	19.7
Commercial sports	794	5.0	8.6	9.0	9.9	11.1	13.1	14.6
Sports clubs, managers, & promoters	7941	(NA)	3.7	4.0	5.1	6.1	7.7	8.9
Amusement parks	7996	2.6	4.9	5.4	5.6	5.9	6.3	6.8
Membership sports and recreation clubs	7997	3.5	4.8	5.4	6.0	6.4	6.8	7.4
Health services <sup>3</sup>	80	147.4	271.2	321.7	335.1	351.4	376.3	399.2
Offices and clinics of doctors of medicine	801	72.1	128.9	151.8	154.2	159.6	168.0	173.5
Offices and clinics of dentists	802	20.6	31.5	36.9	38.9	41.7	44.9	47.4
Offices of other health practitioners	804	7.9	20.1	23.9	25.4	25.9	27.4	28.6
Offices and clinics of chiropractors	8041	2.7	5.5	6.6	6.9	6.8	6.7	7.0
Nursing and personal care facilities	805	17.5	30.2	34.7	36.2	37.3	41.1	44.3
Hospitals <sup>4</sup>	806	15.7	26.5	31.1	33.3	35.1	38.4	44.7
Medical and dental laboratories	807	5.4	12.0	15.2	15.1	15.4	15.5	16.0
Medical laboratories	8071	3.9	10.0	12.9	12.7	13.0	12.9	13.3
Home health care services	808	(NA)	7.6	11.2	13.2	15.4	18.0	19.5
Legal services	81	52.8	97.6	108.4	112.1	114.6	116.0	124.6
Social services	83	(NA)	15.5	18.2	20.1	22.5	24.9	28.0
Child day care services	8351	2.6	7.1	8.7	9.4	10.1	10.9	11.4
Residential care	8361	(NA)	4.6	4.9	5.4	5.9	6.4	7.2
Museums, botanical, zoological gardens	84	(NA)	0.1	0.2	0.2	0.2	0.2	0.3
Engineering and management services <sup>3</sup>	87	(NA)	198.4	215.6	222.9	235.4	263.8	292.5
Engineering services	8711	(NA)	64.8	67.7	67.1	68.1	73.9	80.3
Architectural services	8712	(NA)	13.0	12.7	13.5	14.8	16.5	18.5
Accounting, auditing, & bookkeeping	8721	21.2	32.6	37.2	39.8	42.6	48.8	54.5
Research and testing services <sup>5</sup>	873, ex. 87	(NA)	20.4	22.9	24.6	25.6	26.8	30.8
Management services	8741	(NA)	20.6	23.8	23.4	24.3	27.6	27.6
Management consulting services	8742	(NA)	28.9	31.9	34.5	38.5	46.4	53.7
Arrangement of passenger transportation	472	6.3	12.3	11.9	12.4	13.1	14.2	15.3
Real estate agents and managers	653	31.3	63.0	73.1	79.2	80.9	82.7	89.0

NA Not available. <sup>1</sup> Standard Industrial Classification; see text, Section 13. <sup>2</sup> Excludes those on membership basis. <sup>3</sup> Includes other kinds of businesses, not shown separately. <sup>4</sup> Covers employer firms only. <sup>5</sup> Excludes noncommercial research organizations.

Source: U.S. Bureau of the Census, *Current Business Reports, Service Annual Survey: 1996* (BS/96); and unpublished data.

## No. 1299. Lodging Industry Summary: 1990 to 1996

YEAR	Average occupancy rate (percent)	Average room rate (dol.)	ROOM SIZE OF PROPERTY	1996		ITEM	1996	
				Establishments	Rooms (mil.)		Business traveler	Leisure traveler
1990	63.3	57.96	Total	47,000	3.6	Typical night:		
1991	60.9	58.08				Made reservations	91%	81%
1992	61.7	58.91	Percent:			Amount paid	\$73.00	\$67.60
1993	63.6	60.53	Under 75 rooms	66.6	25.6	Length of stay:		
1994	65.2	62.86	75-149 rooms	21.9	31.0	One night	37%	46%
1995	65.5	65.81	150-299 rooms	8.5	22.3	Two nights	23%	26%
1996	65.2	69.66	300 or more	3.0	21.1	Three or more	39%	29%

Source: American Hotel & Motel Association, Washington, DC, *Lodging Industry Profile* (copyright).

## No. 1300. Service Industries—Summary of Tax-Exempt Firms: 1992

[Covers establishments with payroll]

KIND OF BUSINESS	1987 SIC code <sup>1</sup>	Establishments <sup>2</sup> (1,000)	Revenues (mil. dol.)	Annual payroll (mil. dol.)	Paid employees <sup>3</sup> (1,000)
<b>Firms exempt from Federal income tax<sup>4</sup></b>	<b>(X)</b>	<b>208.9</b>	<b>446,256</b>	<b>186,672</b>	<b>8,109</b>
Nursing and personal care facilities	805	5.9	15,220	7,591	498
Hospitals	806	5.7	279,735	126,202	4,566
Hospitals, excluding government	806	3.6	203,360	87,062	3,252
Social services	83	81.7	53,672	19,331	1,407
Individual and family social services	832	28.9	16,046	6,381	434
Residential care	836	15.0	10,615	4,830	319
Business associations	861	14.3	11,068	3,157	102
Civic, social, and fraternal associations	864	41.8	13,176	3,657	355
Research and testing services	873	3.8	12,535	4,511	126

X Not applicable. <sup>1</sup> Based on 1987 Standard Industrial Classification; see text, Section 13. <sup>2</sup> Represents the number of establishments in business at any time during year. <sup>3</sup> For pay period including March 12. <sup>4</sup> Includes other kinds of business, not shown separately.

Source: U.S. Bureau of the Census, *1992 Census of Service Industries*, SC92-A-52 and SC92-N-1.

## No. 1301. Selected Service Industries—Revenue and Expenses for Tax-Exempt Firms: 1990 to 1996

[In billions of dollars. Estimated from a sample of employer firms only]

KIND OF BUSINESS	1987 SIC code <sup>1</sup>	REVENUE			EXPENSES		
		1990	1995	1996	1990	1995	1996
Selected amusement and recreation services <sup>2</sup>	792, 7991, 7997, 7999	7.9	12.8	13.3	(NA)	12.1	12.5
Offices and clinics of doctors of medicine	801	12.9	24.9	26.2	12.5	24.1	25.5
Nursing and personal care facilities	805	12.1	17.6	18.5	(NA)	16.8	18.2
Hospitals	806	233.6	325.0	337.8	225.6	314.9	327.8
Home health care services	808	3.9	7.9	8.0	3.6	7.7	7.9
Health and allied services, n.e.c.	809	5.3	9.7	10.4	5.2	9.3	9.9
Social services	83	45.3	70.3	75.2	39.4	63.4	67.9
Individual and family social services	8322	13.0	20.8	22.3	12.6	19.4	20.9
Job training and related services	8331	4.9	6.5	6.8	4.5	6.5	6.7
Child day care services	8351	2.9	5.4	5.6	3.0	5.2	5.3
Residential care	8361	8.8	13.5	15.4	8.6	12.8	14.8
Selected membership organizations <sup>3</sup>	86 (pt)	31.5	45.9	48.9	28.6	42.7	45.4
Research and testing services	873	11.0	14.5	14.9	10.0	13.9	14.7

NA Not available. <sup>1</sup> Standard Industrial Classification; see text, Section 13. <sup>2</sup> Covers theatrical producers, bands, orchestras, and entertainers (SIC 792); physical fitness facilities (SIC 7991); membership sports and recreation clubs (SIC 7997); and amusement and recreation services, not elsewhere classified (SIC 7999). <sup>3</sup> Includes business associations (SIC 861); professional membership organizations (SIC 862); civic, social, and fraternal organizations (SIC 864); and other membership organizations, except labor unions and political and religious organizations (SIC 869).

Source: U.S. Bureau of the Census, *Current Business Reports, Service Annual Survey: 1996* (BS/96).