

# 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 1982 and prior censuses, the count of establishments represented the number

## In Brief

Retail sales, 1994:

<i>Total</i>	\$2.2 trillion
<i>Automotive dealers</i>	\$.5 trillion
<i>Food stores</i>	\$.4 trillion

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

	1990	1993
<i>Business services</i>	278	336
<i>Health services</i>	247	304

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, inventory/sales ratios, and sales of organizations operating 11 or more retail stores, for the United States, by kind of business. In addition, monthly retail sales data for census regions and divisions, large States, metropolitan areas, and cities are included.

Annual figures on sales, year-end inventories, and sales/inventory ratios, by kind of business, appear in the *Combined Annual and Revised Monthly Retail Trade Report*.

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 *Combined Annual and Revised Monthly Wholesale Trade Report*. The *Service Annual Survey* provides annual estimates of receipts for selected service kinds of business for the United States as a whole.

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.

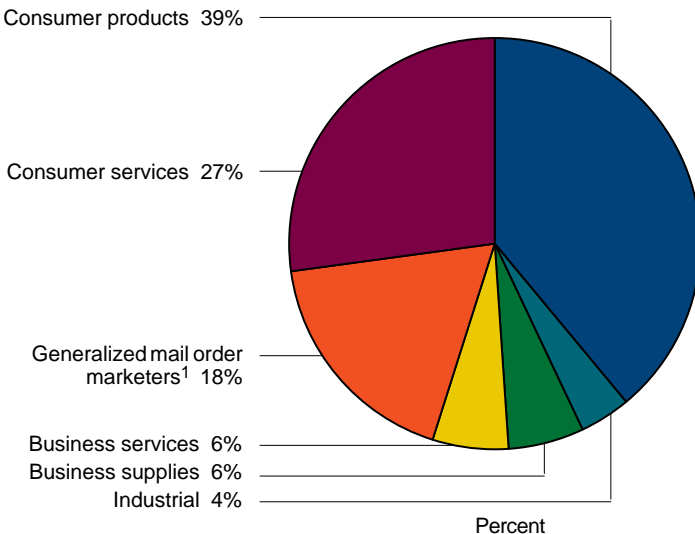
**Statistical reliability.**—For a discussion of statistical collection and estimation, sampling procedures, and measures of statistical reliability applicable to Census Bureau data, see Appendix III.

**Historical statistics.**—Tabular headnotes provide cross-references, where applicable, to *Historical Statistics of the United States, Colonial Times to 1970*. See Appendix IV.

Figure 27.2

**U.S. Mail Order Sales, by Kind of Business: 1992**

1992 Mail Order Sales: \$168.1 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 1301.

### No. 1288. Gross Domestic Product in Domestic Trade and Service Industries in Current and Constant (1987) Dollars: 1987 to 1992

[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				CONSTANT (1987) DOLLARS			
	1987	1990	1991	1992	1987	1990	1991	1992
<b>Wholesale and retail trade . . . . .</b>	<b>744.8</b>	<b>878.7</b>	<b>905.3</b>	<b>951.9</b>	<b>744.8</b>	<b>797.6</b>	<b>797.7</b>	<b>827.6</b>
Percent of gross domestic product . . . . .	16.4	15.8	15.8	15.8	16.4	16.3	16.4	16.6
Wholesale trade . . . . .	303.1	363.0	373.4	394.4	303.1	319.5	324.5	340.9
Retail trade . . . . .	441.8	515.7	531.9	557.5	441.8	478.1	473.2	486.7
<b>Services . . . . .</b>	<b>782.5</b>	<b>1,040.0</b>	<b>1,093.3</b>	<b>1,182.7</b>	<b>782.5</b>	<b>869.4</b>	<b>871.4</b>	<b>889.9</b>
Percent of gross domestic product . . . . .	17.2	18.8	19.1	19.6	17.2	17.8	17.9	17.9
Hotels and other lodging places . . . . .	42.6	49.9	52.4	53.9	42.6	45.0	45.5	46.0
Personal services . . . . .	31.0	36.3	36.8	39.0	31.0	31.0	29.9	30.4
Business services . . . . .	141.6	198.2	199.2	220.5	141.6	172.6	167.9	173.7
Auto repair, services, and garages . . . . .	38.2	46.2	48.1	48.8	38.2	38.9	38.9	37.1
Miscellaneous repair services . . . . .	13.7	17.1	16.2	16.9	13.7	15.9	14.6	13.9
Motion pictures . . . . .	13.7	18.6	18.3	19.3	13.7	15.5	14.6	14.6
Amusement and recreation services . . . . .	28.1	40.2	44.8	51.1	28.1	34.6	36.8	40.8
Health services . . . . .	228.9	304.4	335.2	364.4	228.9	241.4	248.0	252.0
Legal services . . . . .	61.1	79.6	82.3	88.7	61.1	66.1	64.7	66.0
Educational services . . . . .	30.3	38.1	43.4	45.6	30.3	32.1	34.8	35.1
Social services, membership organizations . . . . .	45.7	60.6	65.0	70.2	45.7	55.0	57.5	59.6
Other services . . . . .	100.0	141.3	142.4	154.1	100.0	112.3	110.0	112.2
Private households . . . . .	7.7	9.4	9.2	10.1	7.7	8.9	8.2	8.8

Source: U.S. Bureau of Economic Analysis, *Survey of Current Business*, November 1993 and October 1994.

### No. 1289. Retail Trade—Summary: 1963 to 1992

[1972 through 1982 based on 1972 Standard Industrial Classification (SIC) code; beginning 1987 based on 1987 SIC code. Prior years based on earlier editions of SIC. Comparability of data over time is affected by changes in the SIC code. See also *Historical Statistics, Colonial Times to 1970*, series T 43-47 and T 79-91]

ITEM	Unit	1963	1967	1972	1977	1982	1987	1992
Firms, total <sup>1</sup>	1,000	1,532	1,577	1,665	1,567	1,573	1,992	2,212
Multiunit establishments <sup>1,2</sup>	1,000	240	234	301	343	415	498	528
Establishments, total	1,000	1,708	1,763	1,780	1,855	1,923	2,420	2,672
With payroll	1,000	1,206	1,192	1,265	1,304	1,324	1,504	1,526
With sales of \$1,000,000 or more.	1,000	(NA)	(NA)	74	119	193	259	326
Consumer Price Index: <sup>3</sup>								
All items . . . . .	1982-84=100	30.6	33.4	41.8	60.6	96.5	113.6	140.3
All commodities . . . . .	1982-84=100	34.4	36.8	44.5	64.2	97.0	107.7	129.1
Sales . . . . .	Bil. dol.	244	310	457	723	1,066	1,540	1,949
By establishments with payroll	Bil. dol.	233	295	440	700	1,039	1,493	1,895
By multiunit establishments <sup>2</sup>	Bil. dol.	90	124	202	341	567	844	1,137
Percent of total sales . . . . .	Percent	36.6	39.8	44.0	47.1	53.2	56.5	60.0
Percent of multiunit sales by 100-or-more establishment multiunits <sup>2,4</sup>	Percent	43.1	46.7	55.8	55.8	54.5	54.6	57.0
In 1987 dollars <sup>5</sup>	Bil. dol.	712	843	1,042	1,170	1,175	1,540	1,669
Percent of sales by corporations	Percent	61.9	67.4	76.4	79.8	84.6	88.9	89.9
Per capita sales: <sup>6</sup>								
Current dollars . . . . .	Dollars	1,296	1,571	2,186	3,291	4,601	6,357	7,643
Constant (1987) dollars <sup>5</sup>	Dollars	3,777	4,269	4,978	5,325	5,073	6,357	6,544
Sales as percent of personal income . . . . .	Percent	51.3	48.0	46.6	45.2	39.6	40.5	37.9
Payroll, entire year <sup>7</sup>	Bil. dol.	27.6	36.2	55.4	85.9	123.6	177.5	222.9
Percent of sales . . . . .	Percent	11.9	12.3	12.6	12.3	11.9	11.9	11.8
Paid employees, March 12 pay period <sup>8</sup>	1,000	8,410	9,381	11,211	13,040	14,468	17,780	18,407

NA Not available. <sup>1</sup> Through 1982, represents the number of establishments and firms in business at the end of the year. Beginning 1987, represents the number of establishments and firms in business at any time during year. <sup>2</sup> Establishments operated by firms which operate at two or more locations. <sup>3</sup> Source: U.S. Bureau of Labor Statistics, *Monthly Labor Review*. Beginning 1982, CPI-U annual averages, see text, section 14. <sup>4</sup> Prior to 1982, data provided for percent of multiunit sales by 101-or-more establishment units. <sup>5</sup> Based on implicit price deflators for retail sales supplied by U.S. Bureau of Economic Analysis. <sup>6</sup> Based on estimated resident population as of July 1. <sup>7</sup> Covers only establishments with payroll. <sup>8</sup> For 1963 week including November 15.

Source: Except as noted, U.S. Bureau of the Census, *U.S. Census of Business: 1963*, vol. I; *1967*, vol. I; and *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. 1290. Retail Trade—Establishments, Employees, and Payroll: 1990 and 1992**

[Excludes government employees, railroad employees, self-employed persons, etc. 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	1992	1990	1992	1990	1992
<b>Retail trade, total . . . . .</b>	<b>(G)</b>	<b>1,529.7</b>	<b>1,564.2</b>	<b>19,815</b>	<b>19,672</b>	<b>241.7</b>	<b>258.6</b>
Building materials and garden supplies <sup>2</sup> . . . . .	52	71.9	69.6	703	685	11.9	12.2
Lumber and other building materials . . . . .	521	27.5	25.5	403	395	7.5	7.7
Paint, glass, and wallpaper stores . . . . .	523	10.2	10.1	54	50	0.9	0.9
Hardware stores . . . . .	525	19.0	19.0	143	143	1.9	2.0
Retail nurseries and garden stores . . . . .	526	10.1	10.3	76	71	1.0	1.0
Mobile home dealers . . . . .	527	4.2	4.1	23	23	0.4	0.5
General merchandise stores <sup>2</sup> . . . . .	53	36.6	36.3	2,135	2,059	22.9	24.4
Department stores . . . . .	531	10.1	10.1	1,710	1,614	18.3	19.1
Variety stores . . . . .	533	10.0	9.8	109	96	1.0	0.9
Misc. general merchandise stores . . . . .	539	15.0	15.4	310	344	3.6	4.3
Food stores <sup>2</sup> . . . . .	54	186.1	190.3	3,124	3,090	35.8	38.8
Grocery stores . . . . .	541	132.5	136.4	2,757	2,728	32.4	35.0
Meat and fish markets . . . . .	542	9.3	9.2	54	52	0.6	0.7
Fruit and vegetable markets . . . . .	543	2.9	3.3	19	20	0.2	0.3
Candy, nut, confectionery stores . . . . .	544	5.4	5.5	29	30	0.2	0.3
Retail bakeries . . . . .	546	19.9	21.3	176	177	1.5	1.7
Automotive dealers and service stations <sup>2</sup> . . . . .	55	207.3	202.8	2,104	1,982	40.0	41.0
New and used car dealers . . . . .	551	26.1	25.5	917	859	23.9	24.5
Used car dealers . . . . .	552	14.3	16.9	56	61	1.0	1.1
Auto and home supply stores . . . . .	553	43.4	44.8	305	308	5.1	5.5
Gasoline service stations . . . . .	554	104.8	100.1	701	649	7.5	7.6
Boat dealers . . . . .	555	4.6	4.6	34	27	0.6	0.6
Recreational vehicle dealers . . . . .	556	2.7	2.8	24	22	0.5	0.5
Motorcycle dealers . . . . .	557	3.4	3.5	22	23	0.4	0.4
Apparel and accessory stores <sup>2</sup> . . . . .	56	150.2	146.6	1,193	1,168	12.2	12.6
Men's and boys' clothing stores . . . . .	561	14.7	14.1	108	96	1.5	1.4
Women's clothing stores . . . . .	562	50.2	49.5	439	439	4.0	4.1
Women's accessory and specialty stores . . . . .	563	7.7	8.6	46	45	0.5	0.5
Children's and infants' wear stores . . . . .	564	5.6	5.6	36	39	0.3	0.3
Family clothing stores . . . . .	565	17.8	19.4	283	295	3.0	3.3
Shoe stores . . . . .	566	37.4	35.9	206	187	2.2	2.2
Misc. apparel and accessory stores . . . . .	569	9.1	9.1	47	47	0.5	0.5
Furniture and homefurnishings stores <sup>2</sup> . . . . .	57	108.1	113.1	749	800	12.3	14.0
Furniture and homefurnishings stores <sup>2</sup> . . . . .	571	61.1	63.5	430	413	7.2	7.3
Furniture stores . . . . .	5712	30.8	31.5	245	233	4.3	4.4
Floor covering stores . . . . .	5713	13.2	13.7	77	73	1.5	1.5
Drapery and upholstery stores . . . . .	5714	3.4	3.2	16	14	0.2	0.2
Misc. homefurnishings stores . . . . .	5719	13.3	14.6	92	91	1.1	1.2
Household appliance stores . . . . .	572	10.0	10.7	63	114	1.1	2.0
Radio, television, and computer stores <sup>2</sup> . . . . .	573	34.2	37.4	245	266	3.9	4.5
Radio, TV, and electronic stores . . . . .	5731	16.5	17.2	120	127	2.1	2.2
Computer and software stores . . . . .	5734	5.1	7.0	33	46	0.8	1.1
Record and prerecorded tape stores . . . . .	5735	7.1	7.9	60	63	0.6	0.6
Eating and drinking places <sup>2</sup> . . . . .	58	402.6	430.1	6,461	6,571	49.6	54.3
Eating places . . . . .	5812	286.8	324.9	5,700	5,719	43.8	47.5
Drinking places . . . . .	5813	43.8	51.0	267	284	2.0	2.2
Miscellaneous retail <sup>2</sup> . . . . .	59	349.0	359.2	2,487	2,496	33.2	36.0
Drug stores and proprietary stores . . . . .	591	50.0	48.7	593	611	8.3	9.6
Liquor stores . . . . .	592	30.8	30.3	141	134	1.6	1.6
Used merchandise stores . . . . .	593	15.0	19.1	79	96	0.9	1.2
Sporting goods and bicycle shops . . . . .	5941	21.4	24.1	139	148	1.6	1.9
Book stores . . . . .	5942	11.7	13.1	86	99	0.8	1.0
Stationery stores . . . . .	5943	4.8	5.5	34	44	0.4	0.6
Jewelry stores . . . . .	5944	26.6	26.8	161	148	2.3	2.2
Hobby, toy, and game shops . . . . .	5945	9.4	10.5	83	90	0.8	1.0
Camera, photo supply stores . . . . .	5946	3.6	3.5	22	22	0.4	0.4
Gift, novelty, and souvenir shops . . . . .	5947	29.5	34.8	164	172	1.4	1.6
Sewing, needlework, and piece goods . . . . .	5949	8.2	8.3	68	67	0.5	0.6
Catalog and mail-order houses . . . . .	5961	7.2	7.4	141	139	2.6	2.9
Merchandising machine operators . . . . .	5962	5.1	5.8	76	73	1.3	1.3
Direct selling establishments . . . . .	5963	8.8	10.0	107	99	1.7	1.6
Fuel dealers . . . . .	598	12.0	11.8	100	92	2.2	2.2
Florists . . . . .	5992	25.8	27.1	131	125	1.2	1.3
Optical goods stores . . . . .	5995	13.2	13.9	66	67	1.1	1.2
Administrative and auxiliary . . . . .	(X)	18.0	16.2	860	822	23.7	25.4

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

### No. 1291. 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. See *Historical Statistics, Colonial Times to 1970*, series T 79-196 for similar but not comparable data]

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> . . . . . (G)</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	(NA)	(NA)	36	(NA)	68,930	7,519	380	386
Paint, glass, and wallpaper stores . . . . . 523	(NA)	(NA)	15	(NA)	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	<sup>9</sup> 5,616	<sup>9</sup> 5,041	<sup>9</sup> 5,567	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	<sup>7</sup> 5	<sup>7</sup> 5	<sup>7</sup> 6,824	<sup>7</sup> 5,537	558	35	27	
Recreational vehicle dealers . . . . . 556	<sup>7</sup> 3	<sup>7</sup> 3	<sup>7</sup> 5,538	<sup>7</sup> 6,314	514	25	22	
Motorcycle dealers . . . . . 557	<sup>7</sup> 4	<sup>7</sup> 4	<sup>7</sup> 3,475	<sup>7</sup> 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 home furnishings 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	
Home furnishings stores . . . . . 5713, 4, 9	63	64	17,737	21,132	2,835	176	181	
Floor covering stores . . . . . 5713	<sup>7</sup> 14	<sup>7</sup> 14	<sup>7</sup> 9,226	<sup>7</sup> 9,616	1,382	75	69	
Household appliance stores . . . . . 572	17	16	8,642	8,407	965	65	54	
Radio, television, computer stores . . . . . 573	54	61	24,953	36,192	3,714	215	235	
Radio, TV, and electronic stores . . . . . 5731	(NA)	28	(NA)	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	<sup>7</sup> 6	<sup>7</sup> 8	<sup>7</sup> 3,930	<sup>7</sup> 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 and lunchrooms . . . . . 5812 pt.	<sup>7</sup> 155	<sup>7</sup> 170	<sup>7</sup> 66,364	<sup>7</sup> 85,178	25,369	2,822	2,989	
Refreshment places . . . . . 5812 pt.	<sup>7</sup> 138	<sup>7</sup> 164	<sup>7</sup> 56,870	<sup>7</sup> 77,686	18,808	2,352	2,652	
Cafeterias . . . . . 5812 pt.	<sup>7</sup> 7	<sup>7</sup> 6	<sup>7</sup> 3,778	<sup>7</sup> 3,619	1,037	138	109	
Drinking places . . . . . 5813	88	84	10,834	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, 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. <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-N-1, RC92-A-52, and RC92-N-1.

**No. 1292. Retail Trade Sales—Summary: 1980 to 1994**

[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. Minus sign (-) indicates decrease. See also *Historical Statistics, Colonial Times to 1970*, series T 245, 246, and 255]

YEAR	CURRENT DOLLARS						CONSTANT (1987) DOLLARS <sup>4</sup>			
	Total sales (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 sales (bil. dol.)	Annual percent change <sup>1</sup>	Per capita <sup>2</sup> (dol.)
						Total	Dept. stores <sup>3</sup>			
1980	957	6.7	4,213	89.5	299	658	86	1,193	-3.8	5,252
1981	1,039	8.5	4,527	97.1	325	714	96	1,201	0.6	5,232
1982	1,069	3.0	4,616	100.0	336	733	100	1,189	-1.0	5,130
1983	1,170	9.4	5,005	109.4	391	779	109	1,272	7.0	5,440
1984	1,287	10.0	5,457	120.3	454	832	120	1,360	6.9	5,767
1985	1,375	6.8	5,779	128.6	498	877	126	1,420	4.4	5,969
1986	1,450	5.4	6,037	135.6	541	909	134	1,498	5.5	6,240
1987	1,541	6.3	6,361	144.2	576	965	144	1,539	2.7	6,351
1988	1,656	7.5	6,774	154.9	629	1,027	152	1,599	3.9	6,539
1989	1,759	6.2	7,127	164.5	657	1,102	161	1,641	2.7	6,650
1990	1,845	4.9	7,396	172.5	669	1,176	166	1,653	0.7	6,627
1991	1,856	0.6	7,361	173.6	650	1,206	173	1,619	-2.1	6,421
1992	1,952	5.2	7,652	182.5	704	1,248	186	1,671	3.2	6,552
1993	2,074	6.3	8,047	194.0	778	1,297	200	1,758	5.2	6,822
1994	2,237	7.9	8,592	209.2	880	1,357	218	1,866	6.1	7,168

<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> Source: U.S. Bureau of Economic Analysis, *Survey of Current Business*, monthly; and unpublished data.

**No. 1293. Retail Trade—Sales, by Kind of Business: 1980 to 1994**

[In billions of dollars. See headline, table 1292. Based on Current Business Survey, see Appendix III. See also *Historical Statistics, Colonial Times to 1970*, series T 245-271]

KIND OF BUSINESS	1987 SIC code <sup>1</sup>	1980	1985	1989	1990	1991	1992	1993	1994
		<b>Retail trade, total</b> . . . . .		<b>957.4</b>	<b>1,375.0</b>	<b>1,759.0</b>	<b>1,844.6</b>	<b>1,855.9</b>	<b>1,951.6</b>
<b>Durable goods stores, total</b> <sup>2</sup> . . . . .		<b>299.2</b>	<b>498.1</b>	<b>657.2</b>	<b>668.8</b>	<b>650.0</b>	<b>703.6</b>	<b>777.5</b>	<b>880.4</b>
Building materials and garden supplies . . . . .	52	50.8	71.2	92.4	94.6	91.5	100.8	109.6	122.5
Building materials, supply stores . . . . .	521,3	35.0	50.8	67.5	70.3	68.2	75.4	82.4	92.8
Hardware stores . . . . .	525	8.3	10.5	12.6	12.5	12.1	12.7	13.2	14.2
Automotive dealers . . . . .	55 exc. 554	164.1	303.2	386.0	387.6	372.6	406.9	456.9	526.3
Motor vehicle, misc. automotive dealers . . . . .	551,2,5,6,7,9	146.2	278.0	356.5	356.8	343.0	377.1	426.1	493.5
Motor vehicle dealers . . . . .	551,2	137.7	263.1	337.7	338.7	325.2	359.3	405.7	466.1
Motor vehicle dealers, franchised . . . . .	551	130.5	251.6	311.6	316.0	301.3	333.8	377.2	434.1
Auto and home supply stores . . . . .	553	18.0	25.2	29.5	30.8	29.6	29.8	30.8	32.8
Furniture and home furnishings stores <sup>2</sup> . . . . .	57	44.2	68.3	91.3	91.5	91.7	97.0	105.7	119.6
Furniture, home furnishings stores . . . . .	571	26.3	38.3	51.2	50.5	49.5	52.3	55.7	60.2
Furniture stores . . . . .	5712	(NA)	23.9	31.9	30.8	30.2	31.2	33.4	35.6
Floor covering stores . . . . .	5713	(NA)	7.9	10.7	10.7	10.1	10.4	10.6	11.8
Household appliance, radio, TV, and computer stores . . . . .	5722,31,34	14.0	25.1	32.7	33.0	33.6	35.8	40.7	48.9
Household appliance stores . . . . .	5722	(NA)	8.4	9.3	8.8	8.3	8.4	9.0	9.5
Radio, TV, and computer stores . . . . .	5731,34	(NA)	16.7	23.4	24.3	25.3	27.4	31.7	39.4
Sporting goods and bicycle shops . . . . .	5941	(NA)	8.7	14.2	15.0	15.1	15.6	17.1	19.2
Book stores . . . . .	5942	(NA)	4.5	6.5	7.4	7.7	8.3	9.0	9.6
Jewelry stores . . . . .	5944	(NA)	11.2	14.4	15.2	14.7	15.3	16.5	16.9
<b>Nondurable goods stores, total</b> <sup>2</sup> . . . . .		<b>658.1</b>	<b>876.9</b>	<b>1,101.8</b>	<b>1,175.8</b>	<b>1,206.0</b>	<b>1,248.0</b>	<b>1,297.0</b>	<b>1,356.5</b>
General merchandise stores . . . . .	53	109.0	158.6	206.3	215.5	226.7	246.4	264.6	282.5
Department stores <sup>3</sup> . . . . .	531	85.5	126.4	160.5	165.8	172.9	186.4	200.5	218.1
Variety stores . . . . .	533	7.8	8.5	7.9	8.3	8.3	9.5	9.0	7.9
Misc. general merchandise stores . . . . .	539	15.7	23.8	37.8	41.4	45.5	50.5	55.1	56.6
Food stores . . . . .	54	220.2	285.1	347.0	368.3	374.5	377.1	385.4	397.8
Grocery stores . . . . .	541	205.6	269.5	328.1	348.2	354.3	358.1	365.7	376.3
Gasoline service stations . . . . .	554	94.1	113.3	122.9	138.5	137.3	137.0	138.3	142.2
Apparel and accessory stores . . . . .	56	49.3	70.2	92.3	95.8	97.4	104.2	107.2	109.6
Men's and boys' clothing stores . . . . .	561	7.7	8.5	10.5	10.5	10.4	10.2	10.3	12.2
Women's clothing specialty stores . . . . .	562,3	17.6	26.1	32.2	32.8	32.9	35.8	36.8	34.9
Women's clothing stores . . . . .	562	15.9	23.6	29.0	29.8	29.9	31.8	33.0	31.5
Family clothing stores . . . . .	565	10.8	17.8	26.4	28.4	30.5	33.2	34.9	37.1
Shoe stores . . . . .	566	10.5	13.1	17.3	18.0	17.5	18.1	18.2	18.3
Eating and drinking places . . . . .	58	90.1	127.9	177.8	190.3	194.4	200.2	213.7	228.4
Eating places . . . . .	5812	80.4	117.6	167.2	178.7	182.6	187.8	201.4	215.5
Restaurants, lunchrooms, cafeterias . . . . .	5812 pt	(NA)	68.2	92.9	99.9	102.4	103.6	110.1	117.0
Refreshment places . . . . .	5812 pt	(NA)	48.1	71.5	75.7	77.2	81.5	88.4	95.4
Drinking places . . . . .	5813	(NA)	10.3	10.7	11.5	11.8	12.4	12.3	12.8
Drug stores and proprietary stores . . . . .	591	31.0	47.0	63.3	70.6	75.5	77.8	79.6	81.5
Liquor stores . . . . .	592	16.9	19.5	20.1	21.7	22.5	21.7	21.1	21.8
Nonstore retailers . . . . .	596	22.8	28.3	43.6	45.6	49.1	55.2	57.9	63.9
Catalog and mail-order houses . . . . .	5961	(NA)	15.8	26.2	26.6	30.0	35.5	38.8	46.0
Fuel dealers . . . . .	598	(NA)	16.8	14.7	15.6	14.6	14.2	13.9	13.2

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 1292 and 1293: Except as noted, U.S. Bureau of the Census, *Current Business Reports, Combined Annual and Revised Monthly Retail Trade, January 1985 Through December 1994*, (BR/94-RV) and prior issues.

### No. 1294. Retail Trade—Sales of Multiunit Organizations, by Kind of Business: 1980 to 1994

[Data based on sales of companies which had 11 or more retail establishments according to the most recent update of multiestablishment files selected with certainty (i.e., their sales size exceeded specified dollar volume cutoffs which varied by kind of business). For details, see source. See also *Historical Statistics, Colonial Times to 1974*, series T 197-219]

KIND OF BUSINESS	1987 SIC code <sup>1</sup>	SALES (bil. dol.)						PERCENT OF TOTAL RETAIL SALES		
		1980	1990	1991	1992	1993	1994	1980	1990	1994
<b>Total</b> . . . . .		<b>361.3</b>	<b>733.4</b>	<b>758.8</b>	<b>804.8</b>	<b>847.1</b>	<b>898.1</b>	<b>37.3</b>	<b>39.8</b>	<b>40.1</b>
Durable goods stores . . . . .		35.2	96.5	99.4	109.5	120.5	137.8	11.4	14.4	15.7
Auto and home supply stores . . . . .	553	4.7	9.6	9.7	10.3	11.0	11.9	26.2	31.1	36.3
Nondurable goods stores <sup>2</sup> . . . . .		326.0	636.9	659.4	695.3	726.5	760.3	49.1	54.2	56.0
General merchandise stores . . . . .	53	101.6	205.1	214.5	233.5	252.1	271.1	90.6	95.2	95.9
Department stores . . . . .	531	83.2	162.8	170.1	183.7	198.0	215.8	96.1	98.2	98.9
Variety stores . . . . .	533	6.3	5.5	5.3	6.5	6.2	5.3	80.9	66.6	67.8
Misc. general merchandise stores . . . . .	539	12.1	36.8	39.1	43.4	47.9	50.0	58.1	88.9	88.4
Food stores . . . . .	54	119.8	217.2	223.7	226.4	230.5	237.2	54.4	59.0	59.6
Grocery stores . . . . .	541	118.1	214.1	220.3	223.3	227.5	234.1	57.4	61.5	62.2
Apparel and accessory stores <sup>2</sup> . . . . .	56	21.1	58.0	61.0	65.5	68.8	71.7	42.7	60.5	65.4
Women's clothing specialty stores . . . . .	562,3	8.3	19.5	20.3	22.0	22.9	21.7	47.1	59.5	62.1
Family clothing . . . . .	565	(NA)	21.0	23.0	25.2	26.9	29.4	(NA)	74.0	79.4
Shoe stores . . . . .	566	5.3	11.8	11.5	12.2	12.6	12.7	50.8	65.6	69.3
Eating places . . . . .	5812	22.6	45.7	45.1	47.3	50.0	52.0	28.1	25.6	24.1
Drug stores and proprietary stores . . . . .	591	16.8	42.6	45.8	48.1	49.4	51.7	54.3	60.4	63.4

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.

### No. 1295. Retail Trade—Merchandise Inventories and Inventory/Sales Ratios, by Kind of Business: 1990 to 1994

[As of Dec. 31. Includes warehouses. Adjusted for seasonal variations. Sales data also adjusted for holiday, and trading-day differences. See headnote, table 1292]

KIND OF BUSINESS	1987 SIC code <sup>1</sup>	INVENTORIES AT COST <sup>2</sup>				INVENTORY/SALES RATIOS			
		1990	1992	1993	1994	1990	1992	1993	1994
<b>Total</b> . . . . .		<b>239.8</b>	<b>252.0</b>	<b>267.7</b>	<b>290.0</b>	<b>1.57</b>	<b>1.50</b>	<b>1.49</b>	<b>1.51</b>
<i>Excluding automotive group</i> . . . . .		176.7	188.0	198.4	212.3	1.45	1.42	1.44	1.44
Durable goods stores <sup>3</sup> . . . . .		121.1	122.9	133.7	149.1	2.27	2.00	1.91	1.98
Building materials and garden supplies . . . . .	52	17.0	17.3	18.5	20.9	2.28	1.97	1.85	2.00
Automotive dealers . . . . .	55 exc. 554	63.1	64.0	69.2	77.7	2.05	1.80	1.65	1.74
Furniture and homefurnishings stores . . . . .	57	17.4	17.9	19.9	23.0	2.36	2.12	2.15	2.15
Nondurable goods stores <sup>3</sup> . . . . .		118.7	129.0	134.0	140.9	1.19	1.21	1.22	1.21
General merchandise stores . . . . .	53	42.4	48.7	52.4	56.1	2.34	2.31	2.32	2.30
Department stores . . . . .	531	33.4	38.1	41.2	44.5	2.40	2.38	2.39	2.34
Food stores . . . . .	54	25.0	25.8	26.1	26.8	0.81	0.81	0.80	0.78
Apparel and accessory stores . . . . .	56	19.7	22.2	22.8	23.5	2.50	2.48	2.52	2.56

<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 of tables 1294 and 1295: U.S. Bureau of the Census, *Current Business Reports, Combined Annual and Revised Monthly Retail Trade, January 1985 Through December 1994* (BR/94-RV).



### No. 1297. Franchised New Car Dealerships—Summary: 1980 to 1993

ITEM	Unit	1980	1985	1986	1987	1988	1989	1990	1991	1992	1993
Dealerships <sup>1</sup>	Number	27,900	24,725	24,825	25,150	25,025	25,000	24,825	24,200	23,500	22,950
Sales	Bil. dol.	130.5	251.6	270.4	280.5	302.6	310.3	313.8	298.4	328.9	375.1
New cars	1,000	8,979	11,046	11,463	10,225	10,595	9,830	9,296	8,176	8,211	8,518
Used vehicles	1,000	9,717	13,360	13,540	13,260	14,600	14,610	14,180	14,270	15,140	16,300
Employment	1,000	745.2	856.9	896.7	926.0	960.1	956.4	926.4	886.4	876.0	907.4
Annual payroll	Bil. dol.	11.0	20.1	21.7	22.6	24.7	24.4	24.1	23.3	23.9	25.7
Advertising expenses	Bil. dol.	1.2	2.8	3.2	3.7	4.0	3.9	3.6	3.4	3.7	4.1
Dealer pretax profits as a percentage of sales	Percent	0.6	2.2	2.2	1.9	1.7	1.0	1.0	1.0	1.4	1.6
Inventory:											
Domestic:											
Total	1,000	1,506	1,510	1,687	1,710	1,549	1,677	1,450	1,263	1,196	1,310
Days' supply	Days	71	58	63	74	65	72	66	64	62	61
Imported:											
Total	1,000	458	271	392	567	647	648	597	584	539	456
Days' supply	Days	55	30	37	55	65	70	74	86	83	71

<sup>1</sup> At beginning of year. <sup>2</sup> Annual average. <sup>3</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. 1298. Retail Foodstores—Number and Sales, by Type: 1980 to 1993

TYPE OF FOODSTORE	NUMBER <sup>1</sup> (1,000)					SALES <sup>2</sup> (bil. dol.)					PERCENT DISTRIBUTION			
	1980	1990	1991	1992	1993	1980	1990	1991	1992	1993	Number		Sales	
											1980	1993	1980	1993
<b>Total</b>	<b>253.4</b>	<b>253.3</b>	<b>252.1</b>	<b>250.8</b>	<b>249.6</b>	<b>220.2</b>	<b>368.3</b>	<b>374.5</b>	<b>377.1</b>	<b>385.4</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>
Grocery stores <sup>3</sup>	178.3	170.2	168.0	165.9	163.8	205.6	348.2	354.3	358.1	365.7	70.4	65.6	93.4	94.9
Supermarkets	26.8	25.0	24.9	24.6	24.5	157.0	260.1	268.9	274.3	281.0	10.6	9.8	71.3	72.9
Conventional	21.5	13.7	12.8	12.5	12.2	114.7	90.7	81.8	84.7	78.6	8.5	4.9	52.1	20.4
Superstore <sup>4</sup>	3.2	5.8	5.9	6.0	6.3	27.8	87.6	91.1	93.3	100.6	1.2	2.5	12.6	26.1
Warehouse <sup>5</sup>	1.7	3.4	3.5	3.4	3.1	6.6	33.1	35.3	33.1	31.9	0.7	1.3	3.0	8.3
Combination food and drug <sup>6</sup>	0.5	1.6	2.1	2.1	2.2	6.3	34.8	46.0	42.3	45.8	0.2	0.9	2.9	11.9
Superwarehouse <sup>7</sup>	(Z)	0.3	0.5	0.5	0.5	1.6	12.6	13.8	13.9	15.3	(Z)	0.2	0.7	4.0
Hypermarket <sup>8</sup>	(Z)	0.1	0.1	0.1	0.2	(NA)	1.3	0.9	7.0	8.8	(Z)	0.1	(NA)	2.3
Convenience stores <sup>9</sup>	35.8	51.7	50.7	49.9	49.5	18.9	47.7	48.5	49.8	50.8	14.1	19.8	8.6	13.2
Superette <sup>10</sup>	115.7	93.5	92.4	91.4	89.8	29.7	40.4	36.9	34.1	33.9	45.7	36.0	13.5	8.8
Specialized food stores <sup>11</sup>	75.0	83.2	84.0	84.9	85.8	14.6	20.1	20.2	19.0	19.7	29.6	34.4	6.6	5.1

NA Not available. Z Less than 50 or 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. 1304. Retail Trade—Summary of Establishments, by State: 1992

[Kind-of-business classification based on 1987 Standard Industrial Classification code; see text, section 13]

DIVISION AND STATE	NUMBER OF ESTABLISHMENTS (1,000)				SALES (mil. dol.)				Annual payroll (mil. dol.)	Paid employ- ees (1,000)
	Total <sup>1</sup>	Establishments with payroll			Total <sup>1</sup>	Establishments with payroll				
		Total <sup>2</sup>	Food stores	Auto- mo- tive dealers		Total <sup>2</sup>	Food stores	Auto- mo- tive dealers		
<b>U.S. . . . .</b>	<b>2,671.7</b>	<b>1,526.2</b>	<b>180.6</b>	<b>96.4</b>	<b>1,949,193</b>	<b>1,894,880</b>	<b>369,199</b>	<b>395,148</b>	<b>222,868</b>	<b>18,407</b>
<b>N.E. . . . .</b>	<b>151.2</b>	<b>88.9</b>	<b>10.7</b>	<b>4.5</b>	<b>111,407</b>	<b>108,272</b>	<b>22,178</b>	<b>19,100</b>	<b>13,234</b>	<b>1,011</b>
ME . . . . .	17.2	9.3	1.4	0.6	10,594	10,287	2,327	1,742	1,120	90
NH . . . . .	14.8	8.6	1.1	0.5	11,389	11,099	2,409	2,052	1,261	97
VT . . . . .	9.0	5.2	0.8	0.3	4,882	4,735	1,119	887	564	46
MA . . . . .	63.7	38.5	4.5	1.7	49,042	47,663	9,443	8,339	5,986	470
RI . . . . .	11.1	6.4	0.8	0.3	6,986	6,734	1,418	1,061	839	67
CT . . . . .	35.4	21.0	2.3	1.1	28,515	27,754	5,463	5,019	3,464	241
<b>M.A. . . . .</b>	<b>394.2</b>	<b>231.1</b>	<b>31.3</b>	<b>11.1</b>	<b>278,202</b>	<b>269,783</b>	<b>54,904</b>	<b>49,806</b>	<b>32,523</b>	<b>2,472</b>
NY . . . . .	185.6	110.8	16.5	4.5	122,649	118,886	24,359	18,972	14,867	1,088
NJ . . . . .	80.4	48.6	6.4	2.3	64,945	63,109	13,044	12,994	7,613	522
PA . . . . .	128.2	71.7	8.4	4.3	90,607	87,788	17,501	17,841	10,043	862
<b>E.N.C. . . . .</b>	<b>416.3</b>	<b>248.4</b>	<b>27.0</b>	<b>15.2</b>	<b>323,893</b>	<b>317,044</b>	<b>55,355</b>	<b>68,769</b>	<b>36,642</b>	<b>3,238</b>
OH . . . . .	106.1	63.7	7.5	4.0	80,699	79,031	15,048	16,660	9,257	838
IN . . . . .	58.8	33.4	3.0	2.5	43,365	42,373	7,319	8,840	4,772	442
IL . . . . .	107.2	64.8	6.7	3.6	87,595	85,766	14,934	18,389	10,076	846
MI . . . . .	89.7	54.5	7.2	3.3	73,039	71,523	11,168	16,588	8,187	707
WI . . . . .	54.5	32.0	2.7	1.9	39,195	38,351	6,886	8,292	4,350	405
<b>W.N.C. . . . .</b>	<b>202.4</b>	<b>117.6</b>	<b>11.5</b>	<b>8.1</b>	<b>135,772</b>	<b>132,394</b>	<b>24,275</b>	<b>28,849</b>	<b>15,205</b>	<b>1,417</b>
MIN. . . . .	46.9	27.7	2.7	1.6	36,411	35,622	6,066	7,369	4,069	372
IA . . . . .	34.0	19.7	1.8	1.4	20,477	19,960	4,084	4,417	2,304	226
MO . . . . .	56.6	32.2	3.3	2.4	38,936	37,918	6,916	8,430	4,411	392
ND . . . . .	7.7	4.8	0.5	0.3	4,816	4,697	783	1,124	514	52
SD . . . . .	9.4	5.6	0.5	0.4	5,260	5,108	903	1,189	576	57
NE . . . . .	19.2	11.4	1.1	0.8	11,837	11,522	2,156	2,368	1,308	132
KS . . . . .	28.6	16.3	1.5	1.2	18,034	17,567	3,367	3,953	2,022	186
<b>S.A. . . . .</b>	<b>475.8</b>	<b>280.1</b>	<b>33.0</b>	<b>19.2</b>	<b>359,143</b>	<b>349,935</b>	<b>67,503</b>	<b>77,842</b>	<b>40,784</b>	<b>3,444</b>
DE . . . . .	7.6	4.9	0.5	0.2	6,623	6,492	1,173	1,243	763	60
MD . . . . .	46.3	28.0	3.2	1.4	38,436	37,625	7,730	7,677	4,801	367
DC . . . . .	5.1	3.8	0.4	(Z)	3,637	3,587	640	126	642	47
VA . . . . .	60.8	37.4	4.9	2.5	48,979	48,049	9,885	9,707	5,753	475
WV . . . . .	18.6	10.5	1.5	0.8	11,540	11,194	2,541	2,349	1,208	112
NC . . . . .	78.0	44.2	5.3	3.5	51,214	49,564	9,829	10,681	5,687	508
SC . . . . .	40.9	22.8	2.7	1.8	25,618	24,743	5,179	5,083	2,845	264
GA . . . . .	68.9	40.9	4.7	2.9	51,306	49,940	9,331	10,947	5,809	509
FL . . . . .	149.6	87.7	9.7	6.0	121,789	118,742	21,195	30,029	13,276	1,102
<b>E.S.C. . . . .</b>	<b>168.3</b>	<b>92.0</b>	<b>12.6</b>	<b>7.7</b>	<b>109,360</b>	<b>105,291</b>	<b>21,417</b>	<b>23,044</b>	<b>11,619</b>	<b>1,050</b>
KY . . . . .	40.8	22.1	3.0	1.8	26,241	25,268	5,280	4,927	2,803	261
TN . . . . .	56.9	30.6	4.0	2.4	38,785	37,508	7,032	8,838	4,231	368
AL . . . . .	43.4	24.1	3.1	2.2	28,845	27,734	5,682	6,175	2,989	270
MS . . . . .	27.2	15.3	2.5	1.3	15,489	14,781	3,423	3,104	1,597	151
<b>W.S.C. . . . .</b>	<b>294.1</b>	<b>155.4</b>	<b>20.7</b>	<b>11.6</b>	<b>202,205</b>	<b>195,631</b>	<b>39,775</b>	<b>44,836</b>	<b>21,709</b>	<b>1,883</b>
AR . . . . .	27.9	14.9	1.9	1.3	16,661	15,925	3,063	3,750	1,633	152
LA . . . . .	39.6	22.6	3.7	1.5	28,635	27,806	6,166	5,842	3,096	289
OK . . . . .	37.3	19.4	2.5	1.5	22,071	21,213	4,184	5,262	2,305	211
TX . . . . .	189.3	98.4	12.6	7.2	134,837	130,686	26,363	29,982	14,676	1,230
<b>Mountain . . . . .</b>	<b>154.4</b>	<b>87.8</b>	<b>8.0</b>	<b>5.9</b>	<b>113,406</b>	<b>110,625</b>	<b>22,661</b>	<b>23,756</b>	<b>12,983</b>	<b>1,085</b>
MT . . . . .	11.5	6.8	0.7	0.4	6,449	6,247	1,282	1,380	697	64
ID . . . . .	12.6	7.0	0.7	0.6	7,937	7,727	1,635	1,926	846	74
WY . . . . .	6.4	3.7	0.3	0.3	3,651	3,554	674	737	413	37
CO . . . . .	40.5	22.9	1.8	1.3	29,274	28,533	5,603	6,019	3,488	283
NM . . . . .	17.0	9.3	0.9	0.7	11,596	11,279	2,202	2,305	1,294	112
AZ . . . . .	37.0	21.4	2.2	1.4	29,999	29,366	6,176	6,379	3,437	288
UT . . . . .	16.2	9.2	0.8	0.7	12,709	12,373	2,730	2,733	1,385	126
NV . . . . .	13.1	7.5	0.8	0.5	11,791	11,546	2,359	2,276	1,422	99
<b>Pacific. . . . .</b>	<b>415.1</b>	<b>224.9</b>	<b>25.7</b>	<b>13.1</b>	<b>315,805</b>	<b>305,905</b>	<b>61,131</b>	<b>59,147</b>	<b>38,169</b>	<b>2,808</b>
WA . . . . .	53.4	31.7	3.6	2.2	41,720	40,910	8,193	8,086	5,081	381
OR . . . . .	33.8	19.6	2.4	1.3	24,828	24,170	4,353	5,256	2,872	227
CA . . . . .	307.9	162.1	18.5	9.1	232,647	224,593	45,350	43,531	28,064	2,051
AK . . . . .	6.7	3.7	0.4	0.2	5,101	4,982	1,056	784	671	39
HI . . . . .	13.2	7.8	0.9	0.3	11,510	11,250	2,179	1,490	1,481	110

Z Less than 50. <sup>1</sup> Includes establishments without payroll. <sup>2</sup> Includes other kinds of business not shown separately.<sup>3</sup> For pay period including March 12.Source: U.S. Bureau of the Census, 1992 *Census of Retail Trade*, Geographic Area Series, RC92-A-1 to 52; and Nonemployer Statistics Series, RC92-N-1.

**No. 1306. Retail Trade—Sales, by Metropolitan Area: 1992**

[Covers only establishments with payroll. Areas as defined by U.S. Office of Management and Budget, June 30, 1993. CMSA=consolidated metropolitan statistical area. MSA=metropolitan statistical area. For definition, see Appendix II]

METROPOLITAN AREAS RANKED BY VOLUME OF SALES	Total sales (mil. dol.)	Sales per capita (dol.)	METROPOLITAN AREAS RANKED BY VOLUME OF SALES	Total sales (mil. dol.)	Sales per capita (dol.)
New York-Northern New Jersey-Long Island, NY-NJ-CT-PA CMSA . . . . .	140,681	(NA)	Atlanta, GA MSA . . . . .	26,525	8,461
Los Angeles-Riverside-Orange County, CA CMSA . . . . .	107,567	7,141	Seattle-Tacoma-Bremerton, WA CMSA . . . . .	26,436	8,440
Chicago-Gary-Kenosha, IL-IN-WI CMSA . . . . .	64,858	7,721	Minneapolis-St. Paul, MN-VI MSA . . . . .	22,603	8,637
Washington-Baltimore, DC-MD-VA-WV CMSA . . . . .	54,251	7,849	Cleveland-Akron, OH CMSA . . . . .	20,840	7,218
San Francisco-Oakland-San Jose, CA CMSA . . . . .	52,731	8,226	San Diego, CA MSA . . . . .	19,216	7,386
Philadelphia-Wilmington-Atlantic City, PA-NJ-DE-MD CMSA . . . . .	46,633	7,867	St. Louis, MO-IL MSA . . . . .	19,145	7,609
Boston-Worcester-Lawrence, MA-NH-ME-CT CMSA . . . . .	44,532	(NA)	Phoenix-Mesa, AZ MSA . . . . .	18,724	8,027
Detroit-Ann Arbor-Flint, MI CMSA . . . . .	41,636	7,952	Tampa-St. Petersburg-Clearwater, FL MSA . . . . .	18,487	8,734
Dallas-Fort Worth, TX CMSA . . . . .	35,359	8,406	Denver-Boulder-Greeley, CO CMSA . . . . .	17,743	8,499
Miami-Fort Lauderdale, FL CMSA . . . . .	32,182	9,702	Pittsburgh, PA MSA . . . . .	17,575	7,309
Houston-Galveston-Brazoria, TX CMSA . . . . .	30,576	7,740	Portland-Salem, OR-WA CMSA . . . . .	15,542	8,183
			Cincinnati-Hamilton, OH-KY-IN CMSA . . . . .	13,739	7,379
			Milwaukee-Racine, WI CMSA . . . . .	12,747	7,825
			Kansas City, MO-KS MSA . . . . .	12,655	7,840
			Indianapolis, IN MSA . . . . .	12,352	8,671
			Oriando, FL MSA . . . . .	12,343	9,700
			Columbus, OH MSA . . . . .	12,224	8,787

NA Not available.

Source: U.S. Bureau of the Census, 1992 Census of Retail Trade, RC92-A-52.

**No. 1307. Wholesale Trade—Summary: 1963 to 1992**

[Data prior to 1972 based on earlier editions of Standard Industrial Classification (SIC) code. Comparability of data over time is affected by changes in the SIC code; for details, see source. See also *Historical Statistics, Colonial Times to 1970*, series T 43-47, and T 274-279]

ITEM	Unit	1963	1967	1972 <sup>1</sup>	1977 <sup>1</sup>	1982 <sup>1</sup>	1987 <sup>1</sup>	1987 <sup>2</sup>	1992 <sup>2</sup>
Firms, total <sup>3</sup> . . . . .	1,000 . . . . .	232	233	276	289	335	(NA)	364	387
Establishments, total <sup>3</sup> . . . . .	1,000 . . . . .	308	311	370	383	435	467	470	495
With sales of \$1,000,000 or more . . . . .	1,000 . . . . .	62	75	103	152	(NA)	(NA)	222	285
Sales, all establishments . . . . .	Bil. dol. . . . .	358	459	695	1,258	1,998	2,524	42,525	43,239
Merchant wholesalers . . . . .	Bil. dol. . . . .	157	206	354	678	1,159	1,477	41,478	41,847
Inventories, end of year . . . . .	Bil. dol. . . . .	20.1	28.1	45.7	82.3	130.7	(NA)	165.1	213.4
Payroll, entire year . . . . .	Bil. dol. . . . .	18.1	23.9	36.9	58.3	95.2	133.2	133.4	173.3
Paid employees, Mar. 12 workweek <sup>5</sup> . . . . .	1,000 . . . . .	3,089	3,519	4,026	4,397	4,985	5,581	5,596	5,791

NA Not available. <sup>1</sup> Based on 1972 SIC code. <sup>2</sup> Based on 1987 SIC code. <sup>3</sup> Through 1977 number of firms and establishments in business at end of year; beginning 1982 number of firms and establishments in business at any time during year. <sup>4</sup> Revised since publication of reports. <sup>5</sup> 1963 data for workweek including Nov. 15.

**No. 1308. Wholesale Trade, by Kind of Business: 1987 and 1992**

[Based on 1987 Standard Industrial Classification code; see text, section 13. See *Historical Statistics, Colonial Times to 1970*, series T 274-287 and T 352-369 for similar but not comparable data]

KIND OF BUSINESS	ESTABLISHMENTS <sup>1</sup> (1,000)		SALES <sup>2</sup> (mil. dol.)		ANNUAL PAYROLL (mil. dol.)		PAID EMPLOYEES <sup>3</sup> (1,000)	
	1987	1992	1987	1992	1987	1992	1987	1992
<b>Wholesale trade . . . . .</b>	<b>469.5</b>	<b>495.5</b>	<b>2,524,727</b>	<b>3,238,520</b>	<b>133,359</b>	<b>173,272</b>	<b>5,596</b>	<b>5,791</b>
Merchant wholesalers . . . . .	391.0	414.8	1,478,169	1,847,274	100,416	127,987	4,476	4,588
Other operating types . . . . .	78.6	80.6	1,046,557	1,391,247	32,944	45,285	1,120	1,203
<b>Durable goods . . . . .</b>	<b>297.3</b>	<b>313.5</b>	<b>1,278,771</b>	<b>1,593,874</b>	<b>82,770</b>	<b>105,155</b>	<b>3,332</b>	<b>3,349</b>
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 . . . . .	33.5	39.3	173,174	227,784	11,526	15,070	421	436
Hardware, plumbing, heating equipment . . . . .	23.1	24.7	57,126	76,088	5,610	7,106	235	241
Machinery, equipment, supplies . . . . .	73.6	73.9	185,446	230,004	17,308	21,267	702	690
Miscellaneous durable goods . . . . .	32.3	34.3	118,654	135,906	5,558	7,912	266	299
<b>Nondurable goods . . . . .</b>	<b>172.2</b>	<b>182.0</b>	<b>1,245,956</b>	<b>1,644,647</b>	<b>50,589</b>	<b>68,117</b>	<b>2,264</b>	<b>2,442</b>
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> Revised since publication of reports. <sup>3</sup> For pay period including March 12.

Source of tables 1307 and 1308: U.S. Bureau of the Census, *U.S. Census of Business: 1963*, vol. IV; *1967*, vol. III; and *Census of Wholesale Trade: 1972*, vol. I; *1977*, WC77-A-52; *1982*, WC82-A-52; *1987*, WC87-A-52; and *1992*, WC92-A-52.

## No. 1309. Merchant Wholesalers—Summary: 1989 to 1994

[Inventories and stock/sales ratios, as of December, seasonally adjusted. Data reflect latest revision. Based on Current Business Survey; see Appendix III. See *Historical Statistics, Colonial Times to 1970*, series T 280-371, for related sales data]

KIND OF BUSINESS	1987 SIC code <sup>1</sup>	1989	1990	1991	1992	1993	1994
SALES (bil. dol.)							
<b>Merchant wholesalers</b> . . . . .		<b>1,728.1</b>	<b>1,793.8</b>	<b>1,779.6</b>	<b>1,843.7</b>	<b>1,940.8</b>	<b>2,072.5</b>
<b>Durable goods</b> . . . . .	<b>50</b>	<b>853.3</b>	<b>881.2</b>	<b>859.9</b>	<b>906.0</b>	<b>987.4</b>	<b>1,089.5</b>
Motor vehicles, parts, and supplies . . . . .	501	167.7	173.9	166.4	170.3	179.5	201.2
Furniture and homefurnishings . . . . .	502	31.9	33.9	32.3	33.1	34.9	36.0
Lumber and construction materials . . . . .	503	62.9	63.6	58.2	63.7	71.7	76.8
Professional and commercial equipment . . . . .	504	109.7	114.3	124.0	139.2	159.1	165.2
Metals and minerals, except petroleum . . . . .	505	80.0	77.8	76.0	76.6	80.3	95.5
Electrical goods . . . . .	506	113.6	116.5	113.3	115.0	131.7	147.4
Hardware, plumbing and heating equipment . . . . .	507	48.9	52.7	49.9	52.9	55.5	63.3
Machinery, equipment and supplies . . . . .	508	149.2	157.0	146.5	148.8	160.7	180.4
Miscellaneous durable goods . . . . .	509	89.3	91.4	93.2	106.3	113.9	123.8
<b>Nondurable goods</b> . . . . .	<b>51</b>	<b>874.8</b>	<b>912.6</b>	<b>919.7</b>	<b>937.7</b>	<b>953.5</b>	<b>983.0</b>
Paper and paper products . . . . .	511	50.6	51.6	52.1	54.6	59.2	64.9
Drugs, proprietaries, and sundries . . . . .	512	45.3	51.5	59.6	66.8	72.2	78.4
Apparel, piece goods, and notions . . . . .	513	61.5	64.9	64.6	67.7	70.3	73.4
Groceries and related products . . . . .	514	259.5	272.5	277.2	278.3	285.7	286.5
Farm-product raw materials . . . . .	515	119.9	107.6	104.7	105.9	96.0	95.8
Chemicals and allied products . . . . .	516	33.3	35.7	37.1	39.0	39.2	42.2
Petroleum and petroleum products . . . . .	517	136.5	148.5	140.0	142.1	139.5	138.3
Beer, wine, and distilled beverages . . . . .	518	45.4	49.3	51.6	50.2	51.2	53.0
Miscellaneous nondurable goods . . . . .	519	123.0	131.0	133.0	133.1	140.4	150.4
INVENTORIES (bil. dol.)							
<b>Merchant wholesalers</b> . . . . .		<b>187.0</b>	<b>195.6</b>	<b>200.1</b>	<b>207.7</b>	<b>215.9</b>	<b>234.7</b>
<b>Durable goods</b> . . . . .	<b>50</b>	<b>122.2</b>	<b>126.2</b>	<b>127.1</b>	<b>131.1</b>	<b>135.6</b>	<b>149.2</b>
Motor vehicles, parts, and supplies . . . . .	501	21.9	23.5	24.1	24.1	24.4	24.5
Furniture and homefurnishings . . . . .	502	4.7	4.6	4.6	4.8	4.8	4.9
Lumber and construction materials . . . . .	503	6.1	6.0	5.8	6.3	6.7	6.9
Professional and commercial equipment . . . . .	504	14.8	15.8	16.8	17.0	17.9	20.2
Metals and minerals, except petroleum . . . . .	505	10.9	10.7	10.0	10.0	11.1	13.2
Electrical goods . . . . .	506	15.5	15.9	16.1	17.2	17.5	19.9
Hardware, plumbing and heating equipment . . . . .	507	8.2	8.5	8.4	8.8	9.3	10.6
Machinery, equipment and supplies . . . . .	508	30.0	31.5	29.7	30.0	29.2	33.2
Miscellaneous durable goods . . . . .	509	10.2	9.8	11.4	12.8	14.6	15.8
<b>Nondurable goods</b> . . . . .	<b>51</b>	<b>64.8</b>	<b>69.4</b>	<b>73.0</b>	<b>76.6</b>	<b>80.2</b>	<b>85.5</b>
Paper and paper products . . . . .	511	4.5	4.9	5.2	5.6	6.3	7.3
Drugs, proprietaries, and sundries . . . . .	512	5.9	6.5	7.7	9.0	10.4	11.0
Apparel, piece goods, and notions . . . . .	513	9.6	9.8	9.5	10.6	11.4	11.9
Groceries and related products . . . . .	514	14.1	14.7	15.6	16.0	15.7	16.3
Farm-product raw materials . . . . .	515	8.2	8.8	9.1	9.0	10.0	10.9
Chemicals and allied products . . . . .	516	2.6	3.1	3.1	3.2	3.7	4.1
Petroleum and petroleum products . . . . .	517	3.8	4.4	4.5	4.4	4.0	4.6
Beer, wine, and distilled beverages . . . . .	518	4.2	4.4	4.7	4.3	4.5	4.5
Miscellaneous nondurable goods . . . . .	519	11.9	12.7	13.6	14.4	14.2	15.0
STOCK/SALES RATIO							
<b>Merchant wholesalers</b> . . . . .		<b>1.27</b>	<b>1.31</b>	<b>1.34</b>	<b>1.33</b>	<b>1.33</b>	<b>1.28</b>
<b>Durable goods</b> . . . . .	<b>50</b>	<b>1.71</b>	<b>1.75</b>	<b>1.77</b>	<b>1.67</b>	<b>1.60</b>	<b>1.53</b>
Motor vehicles, parts, and supplies . . . . .	501	1.67	1.66	1.75	1.64	1.61	1.41
Furniture and homefurnishings . . . . .	502	1.75	1.71	1.78	1.62	1.68	1.49
Lumber and construction materials . . . . .	503	1.22	1.33	1.22	1.12	1.02	1.01
Professional and commercial equipment . . . . .	504	1.52	1.58	1.54	1.39	1.35	1.35
Metals and minerals, except petroleum . . . . .	505	1.78	1.60	1.58	1.55	1.60	1.51
Electrical goods . . . . .	506	1.55	1.71	1.72	1.72	1.52	1.51
Hardware, plumbing and heating equipment . . . . .	507	1.94	1.90	2.01	2.01	1.93	1.84
Machinery, equipment and supplies . . . . .	508	2.38	2.49	2.47	2.34	2.10	2.03
Miscellaneous durable goods . . . . .	509	1.30	1.27	1.45	1.37	1.53	1.46
<b>Nondurable goods</b> . . . . .	<b>51</b>	<b>0.85</b>	<b>0.90</b>	<b>0.94</b>	<b>0.98</b>	<b>1.04</b>	<b>1.00</b>
Paper and paper products . . . . .	511	1.05	1.16	1.17	1.20	1.23	1.21
Drugs, proprietaries, and sundries . . . . .	512	1.44	1.49	1.43	1.51	1.70	1.65
Apparel, piece goods, and notions . . . . .	513	1.72	1.77	1.83	1.80	2.09	1.98
Groceries and related products . . . . .	514	0.63	0.66	0.67	0.68	0.67	0.65
Farm-product raw materials . . . . .	515	0.90	1.04	1.08	1.01	1.21	1.26
Chemicals and allied products . . . . .	516	0.92	0.97	0.98	0.97	1.14	1.08
Petroleum and petroleum products . . . . .	517	0.29	0.33	0.38	0.39	0.40	0.39
Beer, wine, and distilled beverages . . . . .	518	1.07	0.95	1.04	1.06	1.07	1.02
Miscellaneous nondurable goods . . . . .	519	1.09	1.17	1.21	1.41	1.24	1.14

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

Source: U.S. Bureau of the Census, *Current Business Reports, Combined Annual and Revised Monthly Wholesale Trade, January 1987 Through January 1995*, (BW/94-RV).

## No. 1310. Wholesale Trade—Summary, by State: 1992

[Kind-of-business classification based on 1987 Standard Industrial Classification code; see text, section 13]

DIVISION AND STATE	Establishments <sup>1</sup>	Sales (bil. dol.)	Paid employ-ees (1,000)	Annual payroll (mil. dol.)	DIVISION AND STATE	Establishments <sup>1</sup>	Sales (bil. dol.)	Paid employ-ees (1,000)	Annual payroll (mil. dol.)
<b>U.S. . . .</b>	<b>495,457</b>	<b>3,249.9</b>	<b>5,791.4</b>	<b>173,272</b>	VA . . . . .	9,290	51.5	115.8	3,268
<b>N.E. . . . .</b>	<b>24,173</b>	<b>190.8</b>	<b>291.8</b>	<b>10,269</b>	WV . . . . .	2,427	7.8	24.5	575
ME . . . . .	1,974	6.5	21.9	541	NC . . . . .	13,351	76.4	151.1	4,167
NH . . . . .	2,104	8.2	20.5	635	SC . . . . .	5,564	21.3	56.7	1,457
VT . . . . .	1,112	4.5	11.4	307	GA . . . . .	14,608	113.8	179.4	5,329
MA . . . . .	10,950	86.7	141.5	5,035	FL . . . . .	30,137	132.6	280.9	7,485
RI . . . . .	1,771	6.6	19.5	551	<b>E.S.C. . . . .</b>	<b>26,206</b>	<b>139.0</b>	<b>305.7</b>	<b>7,630</b>
CT . . . . .	6,262	78.3	77.1	3,200	KY . . . . .	5,931	31.6	70.3	1,701
<b>M.A. . . . .</b>	<b>79,608</b>	<b>590.1</b>	<b>950.8</b>	<b>32,334</b>	TN . . . . .	9,341	59.7	115.4	3,064
NY . . . . .	40,934	287.7	433.6	15,220	AL . . . . .	7,066	32.0	80.1	1,951
NJ . . . . .	18,444	176.0	262.7	9,629	MS . . . . .	3,868	15.8	39.9	914
PA . . . . .	20,230	126.4	254.4	7,485	<b>W.S.C. . . . .</b>	<b>54,247</b>	<b>363.0</b>	<b>592.0</b>	<b>16,180</b>
<b>E.N.C. . . . .</b>	<b>79,106</b>	<b>572.4</b>	<b>1,010.6</b>	<b>30,448</b>	AR . . . . .	4,296	18.1	43.9	989
OH . . . . .	19,305	127.3	260.1	7,283	LA . . . . .	7,347	37.3	81.3	1,994
IN . . . . .	10,264	52.4	115.7	3,052	OK . . . . .	5,993	26.4	57.9	1,398
IL . . . . .	24,637	219.4	331.9	10,931	TX . . . . .	36,611	281.3	408.9	11,800
MI . . . . .	15,517	125.7	185.2	5,960	<b>Mountain . . . . .</b>	<b>27,021</b>	<b>121.5</b>	<b>285.2</b>	<b>7,476</b>
WI . . . . .	9,383	47.6	117.6	3,223	MT . . . . .	1,853	5.9	16.4	343
<b>W.N.C. . . . .</b>	<b>42,210</b>	<b>251.7</b>	<b>465.8</b>	<b>12,467</b>	ID . . . . .	2,288	8.9	24.9	528
MN . . . . .	10,219	72.5	123.1	3,819	WY . . . . .	987	2.5	7.0	165
IA . . . . .	6,971	29.4	69.4	1,639	CO . . . . .	7,554	46.9	84.0	2,478
MO . . . . .	11,236	68.4	129.6	3,553	NM . . . . .	2,515	6.3	22.6	513
ND . . . . .	2,086	7.6	18.5	406	AZ . . . . .	6,518	28.0	68.8	1,837
SD . . . . .	1,809	6.5	16.4	335	UT . . . . .	3,231	15.3	39.6	1,005
NE . . . . .	4,035	32.5	47.1	1,076	NV . . . . .	2,075	7.8	21.8	607
KS . . . . .	5,854	34.9	61.8	1,638	<b>Pacific . . . . .</b>	<b>78,734</b>	<b>549.4</b>	<b>958.1</b>	<b>30,101</b>
<b>S.A. . . . .</b>	<b>84,152</b>	<b>471.8</b>	<b>931.5</b>	<b>26,366</b>	WA . . . . .	10,732	62.5	122.5	3,628
DE . . . . .	1,088	12.3	16.1	674	OR . . . . .	6,455	42.4	72.1	2,021
MD . . . . .	7,188	52.9	100.5	3,180	CA . . . . .	58,437	432.9	731.6	23,537
DC . . . . .	499	3.3	6.6	231	AK . . . . .	908	3.6	8.5	290
					HI . . . . .	2,202	8.0	23.3	625

<sup>1</sup> Number of establishments in business at any time during the year. <sup>2</sup> For the pay period including March 12.

Source: U.S. Bureau of the Census, 1992 Census of Wholesale Trade, Geographic Area Series, WC92-A-1 to 52.

## No. 1311. Wholesale Trade—Establishments and Sales by Selected Metropolitan Areas: 1992

[Kind-of-business classification based on 1987 Standard Industrial Classification code; see text, section 13. Metropolitan statistical areas (MSA's) and consolidated metropolitan statistical areas (CMSA's) are as defined by the U.S. Office of Management and Budget as of June 30, 1993; see Appendix II for definitions and components]

METROPOLITAN AREA	ALL ESTABLISHMENTS <sup>1</sup>			MERCHANT WHOLESALERS	
	Establishments	Sales		Establishments	Sales (bil. dol.)
		Amount (bil. dol.)	Rank		
New York-Northern New Jersey-Long Island, NY-NJ-CT-PA CMSA . . . . .	50,178	457.8	1	43,048	301.4
Los Angeles-Riverside-Orange County, CA CMSA . . . . .	31,250	248.9	2	26,744	162.9
Chicago-Gary-Kenosha, IL-IN-WI CMSA . . . . .	18,573	188.5	3	14,244	87.2
San Francisco-Oakland-San Jose, CA CMSA . . . . .	13,550	125.4	4	11,054	61.2
Houston-Galveston-Brazoria, TX CMSA . . . . .	9,046	117.3	5	7,408	64.3
Dallas-Fort Worth, TX CMSA . . . . .	10,567	98.8	6	7,906	37.3
Detroit-Ann Arbor-Flint, MI CMSA . . . . .	9,068	95.7	7	6,864	31.3
Atlanta, GA MSA . . . . .	9,070	93.4	8	6,546	34.4
Philadelphia-Wilmington-Atlantic City, PA-NJ-DE-MD CMSA . . . . .	11,229	90.6	9	8,966	39.9
Boston-Worcester-Lawrence, MA-NH-ME-CT CMSA . . . . .	10,733	88.0	10	8,478	46.4
Washington-Baltimore, DC-MD-VA-WV CMSA . . . . .	9,294	71.5	11	7,521	36.3
Minneapolis-St. Paul, MN-WI MSA . . . . .	6,436	58.2	12	4,817	28.4
Seattle-Tacoma-Bremerton, WA CMSA . . . . .	7,101	48.9	13	5,597	28.3
Miami-Fort Lauderdale, FL CMSA . . . . .	12,024	48.6	14	10,556	35.0
Denver-Boulder-Greeley, CO CMSA . . . . .	5,353	41.9	15	4,069	18.2
Cleveland-Akron, OH CMSA . . . . .	6,069	40.0	16	4,653	18.3
St. Louis, MO-IL MSA . . . . .	5,302	38.7	17	4,075	20.9
Kansas City, MO-KS MSA . . . . .	4,016	38.2	18	3,036	18.5
Portland-Salem, OR-WA CMSA . . . . .	4,615	38.1	19	3,723	26.2
Cincinnati-Hamilton, OH-KY-IN CMSA . . . . .	3,546	37.6	20	2,579	13.3

<sup>1</sup> Includes other types of operations, not shown separately.

Source: U.S. Bureau of the Census, 1992 Census of Wholesale Trade, Geographic Area Series, WC92-A-52.

**No. 1312. Selected Service Industries—Summary: 1987 and 1992**

[For establishments with payroll]

KIND OF BUSINESS	1987 SIC code <sup>1</sup>	ESTABLISH- MENTS <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
Research, testing, and consulting services <sup>9</sup> . . . . .	873, 4 ex. 8744	4	6	8,837	14,314	121	147

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. <sup>9</sup> Excludes facilities support management services.

Source: U.S. Bureau of the Census, 1992 *Census of Service Industries*, Geographic Area Series, SC92-A-52.**No. 1313. Selected Service Industries—Revenue and Expenses for Tax-Exempt Firms: 1990 to 1993**

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

KIND OF BUSINESS	1987 SIC code <sup>1</sup>	REVENUE			EXPENSES		
		1990	1992	1993	1990	1992	1993
Selected amusement and recreation services <sup>2</sup> . . . . .	792, 7991, 7997, 7999	8.2	9.6	10.6	8.2	9.6	10.6
Offices and clinics of doctors of medicine . . . . .	801	12.0	15.4	17.8	11.7	15.0	17.4
Nursing and personal care facilities . . . . .	805	9.4	11.8	13.0	9.3	11.6	12.7
Hospitals . . . . .	806	251.9	302.1	317.4	226.7	270.8	287.7
Home health care services . . . . .	808	3.2	4.8	5.7	3.1	4.5	5.5
Health and allied services, n.e.c. . . . .	809	4.6	6.2	6.9	4.6	6.0	6.8
Social services . . . . .	83	45.0	53.4	58.4	40.1	48.0	52.8
Individual and family social services . . . . .	8322	12.9	15.9	17.4	12.3	15.1	16.5
Job training and related services . . . . .	8331	5.1	6.1	6.7	4.8	5.9	6.5
Child day care services . . . . .	8351	2.9	3.8	4.2	3.0	3.7	4.0
Residential care . . . . .	8361	8.6	10.1	11.5	8.4	10.0	11.2
Selected membership organizations <sup>3</sup> . . . . .	86 (pt)	34.3	39.4	41.8	29.6	34.6	36.9
Research and testing services . . . . .	873	12.1	14.7	15.5	11.4	14.0	15.0

<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: 1993* (BS/93).

## No. 1315. Service Industries—Summary of Establishments, by Tax Status: 1992

[See *Historical Statistics, Colonial Times to 1970*, series T 391-443, for similar but not comparable data]

KIND OF BUSINESS	1987 SIC code <sup>1</sup>	ALL ESTABLISHMENTS		ESTABLISHMENTS WITH PAYROLL			
		Establishments <sup>2</sup> (1,000)	Receipts or revenues <sup>3</sup> (mil. dol.)	Establishments <sup>2</sup> (1,000)	Receipts or revenues <sup>3</sup> (mil. dol.)	Annual payroll (mil. dol.)	Paid employees <sup>4</sup> (1,000)
<b>Firms subject to Federal income tax<sup>5</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>5,6</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>5</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
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>5</sup> . . .	73	2,056.2	309,439	306.6	274,892	109,299	5,542
Advertising <sup>5</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>5</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>5</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>5</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
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	864
Auto repair, services, and parking <sup>5</sup> . . .	75	454.3	78,512	172.0	70,033	15,550	482
Automotive rentals, no drivers <sup>5</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 . . .	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>5</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>5,7</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
Producers, orchestras, entertainers <sup>8</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
Health services . . .	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 other health practitioners . . .	804	243.0	23,892	74.7	18,926	6,150	283
Nursing and personal care facilities . . .	805	51.8	34,742	15.0	33,990	15,954	1,135
Hospitals <sup>5</sup> . . .	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>5</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 . . .	83	617.4	18,201	59.1	13,349	5,466	505
Engineering and architectural services <sup>5</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>5</sup> . . .	873 ex. 8733	30.4	22,910	13.5	22,690	9,227	282
Management and public relations <sup>5</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
<b>Firms exempt from Federal income tax<sup>5</sup> . . .</b>	<b>(X)</b>	<b>(NA)</b>	<b>(NA)</b>	<b>208.9</b>	<b>446,256</b>	<b>186,672</b>	<b>8,109</b>
Nursing and personal care facilities . . .	805	(NA)	(NA)	5.9	15,220	7,591	498
Hospitals . . .	806	(NA)	(NA)	5.7	279,735	126,202	4,566
Hospitals, excluding government . . .	806	(NA)	(NA)	3.6	203,360	87,062	3,252
Social services <sup>5</sup> . . .	83	(NA)	(NA)	81.7	53,672	19,331	1,407
Individual and family social services . . .	832	(NA)	(NA)	28.9	16,046	6,381	434
Residential care . . .	836	(NA)	(NA)	15.0	10,615	4,830	319
Business associations . . .	861	(NA)	(NA)	14.3	11,068	3,157	102
Civic, social, and fraternal associations . . .	864	(NA)	(NA)	41.8	13,176	3,657	355
Research and testing services . . .	873	(NA)	(NA)	3.8	12,535	4,511	126

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> Receipts refer to establishments subject to Federal income tax. Revenues 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 and museums. <sup>8</sup> Excludes motion picture producers. <sup>9</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. 1316. Services—Establishments, Employees, and Payroll: 1990 and 1992

[Covers establishments with payroll. Excludes government employees, railroad employees, self-employed persons, etc. 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	1992	1990	1992	1990	1992
<b>Services, total<sup>2</sup></b> . . . . .	<b>(I)</b>	<b>2,059.3</b>	<b>2,217.7</b>	<b>28,800</b>	<b>30,654</b>	<b>599.4</b>	<b>703.6</b>
Hotels and other lodging places . . . . .	70	50.6	53.3	1,529	1,502	19.1	20.2
Hotels and motels . . . . .	701	39.2	42.7	1,463	1,445	18.3	19.4
Personal services <sup>2</sup> . . . . .	72	186.1	198.1	1,196	1,233	13.5	14.9
Laundry, cleaning, and garment services . . . . .	721	50.4	54.9	418	425	5.2	5.7
Drycleaning plants, except rug . . . . .	7216	17.6	18.7	148	144	1.6	1.7
Beauty shops . . . . .	723	76.1	80.8	371	380	3.9	4.2
Barber shops . . . . .	724	5.1	5.0	16	16	0.2	0.2
Funeral service and crematories . . . . .	726	14.9	15.2	85	89	1.7	1.9
Business services <sup>2</sup> . . . . .	73	292.3	306.5	5,119	5,346	98.1	110.4
Advertising . . . . .	731	19.1	19.8	204	193	7.3	7.5
Advertising agencies . . . . .	7311	11.1	11.9	137	127	5.4	5.4
Credit reporting and collection . . . . .	732	6.6	7.2	94	101	2.0	2.3
Mailing, reproduction, stenographic <sup>2</sup> . . . . .	733	26.2	30.6	233	240	5.1	5.6
Direct mail advertising services . . . . .	7331	3.5	3.9	84	81	1.7	1.8
Commercial art and graphic design . . . . .	7336	9.0	11.2	52	50	1.5	1.5
Services to buildings . . . . .	734	48.5	56.2	802	820	8.3	9.5
Misc. equipment rental and leasing . . . . .	735	22.6	23.3	209	198	4.9	4.9
Personnel supply services . . . . .	736	27.0	29.4	1,518	1,687	20.6	24.8
Help supply services . . . . .	7363	13.3	16.1	1,210	1,405	15.6	20.2
Computer and data processing services <sup>2</sup> . . . . .	737	40.5	54.7	773	834	28.5	33.5
Computer programming services . . . . .	7371	12.4	14.8	217	228	8.9	10.2
Prepackaged software . . . . .	7372	3.8	5.0	76	100	3.5	5.0
Computer integrated systems design . . . . .	7373	3.3	4.2	82	94	3.5	4.2
Data processing and preparation . . . . .	7374	6.8	7.0	229	222	6.4	6.9
Computer maintenance and repair . . . . .	7378	3.3	4.3	53	56	1.9	2.0
Miscellaneous business services . . . . .	738	62.7	70.8	1,093	1,160	17.2	19.5
Detective and armored car services <sup>2</sup> . . . . .	7381	9.4	11.1	467	462	5.2	5.8
Automotive repair, services, and parking <sup>2</sup> . . . . .	75	156.6	167.3	877	861	15.2	15.7
Automotive rentals, no drivers <sup>2</sup> . . . . .	751	10.5	10.6	147	137	2.9	2.9
Truck rental and leasing, no drivers . . . . .	7513	4.0	4.1	51	45	1.2	1.1
Passenger car rental . . . . .	7514	4.5	4.6	78	79	1.3	1.5
Automotive repair shops <sup>2</sup> . . . . .	753	112.7	121.2	507	495	9.6	10.0
Top and body repair and paint shops . . . . .	7532	30.5	32.6	164	155	3.2	3.2
General automotive repair shops . . . . .	7538	54.8	60.1	214	215	3.8	4.1
Automotive services, except repair . . . . .	754	18.1	21.0	145	153	1.5	1.8
Miscellaneous repair services . . . . .	76	67.4	68.0	403	384	8.7	9.0
Electrical repair shops . . . . .	762	17.2	19.1	115	115	2.6	2.9
Motion pictures <sup>2</sup> . . . . .	78	35.4	40.7	430	463	8.6	9.6
Motion picture production and services . . . . .	781	9.2	10.7	189	219	5.9	6.8
Motion picture distribution and services . . . . .	782	1.0	1.1	24	16	0.9	0.8
Motion picture theaters . . . . .	783	7.0	6.9	107	107	0.8	0.9
Video tape rental . . . . .	784	16.4	20.4	103	115	0.8	1.0
Amusement and recreation services <sup>2</sup> . . . . .	79	75.2	84.3	1,032	1,125	16.1	19.2
Producers, orchestras, entertainers . . . . .	792	9.7	12.1	126	133	3.3	3.7
Commercial sports . . . . .	794	3.3	3.8	79	89	3.0	4.0
Amusement parks . . . . .	7996	0.7	0.8	69	81	1.1	1.3
Membership sports and recreation clubs . . . . .	7997	13.1	13.8	242	254	3.4	3.9
Health services <sup>2</sup> . . . . .	80	436.7	464.9	8,811	9,727	213.8	266.7
Offices and clinics of medical doctors . . . . .	801	193.6	199.5	1,387	1,535	63.0	72.8
Offices and clinics of dentists . . . . .	802	104.7	108.5	533	565	11.6	13.4
Offices of other health practitioners . . . . .	804	62.5	73.9	250	300	5.0	6.5
Offices and clinics of chiropractors . . . . .	8041	22.9	26.6	73	83	1.3	1.6
Nursing and personal care facilities . . . . .	805	19.1	21.2	1,461	1,593	18.6	23.2
Hospitals . . . . .	806	6.3	6.9	4,325	4,708	99.2	128.8
Medical and dental laboratories . . . . .	807	14.4	15.6	158	175	3.8	4.8
Medical laboratories . . . . .	8071	7.1	8.1	118	135	3.0	3.9
Home health care services . . . . .	808	7.7	9.5	351	467	4.8	7.5
Legal services . . . . .	81	142.4	153.6	932	952	36.0	39.9
Elementary and secondary schools . . . . .	821	14.3	16.6	451	525	6.6	8.3
Colleges and universities . . . . .	822	3.0	3.5	1,082	1,172	19.2	22.6
Vocational schools . . . . .	824	4.6	5.0	97	78	1.8	1.7
Social services <sup>2</sup> . . . . .	83	115.6	139.4	1,750	1,954	20.9	25.7
Child day care services . . . . .	835	39.0	43.8	405	423	3.4	4.1
Residential care . . . . .	836	21.0	26.1	417	486	5.4	6.8
Museums, botanical, zoological gardens . . . . .	84	3.2	3.8	64	70	1.1	1.3
Business associations . . . . .	861	12.7	14.0	99	102	2.7	3.0
Civic and social associations . . . . .	864	40.0	44.3	366	392	3.7	4.3
Engineering and management services <sup>2</sup> . . . . .	87	201.1	235.3	2,473	2,619	79.8	91.7
Engineering services . . . . .	8711	33.1	39.2	652	663	24.9	27.7
Architectural services . . . . .	8712	15.7	17.3	140	124	4.8	4.6
Accounting, auditing, and bookkeeping . . . . .	872	67.9	78.7	524	574	13.8	16.0
Research and testing services . . . . .	873	14.9	17.9	393	421	12.3	14.3
Management services . . . . .	8741	15.3	18.1	286	320	7.7	10.0
Management consulting services . . . . .	8742	24.5	31.4	226	248	8.6	10.5
Facilities support services . . . . .	8744	0.7	1.1	70	82	2.2	2.6

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

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



## No. 1317. Service Industries—Annual Receipts of Taxable Firms: 1985 to 1993

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

KIND OF BUSINESS	1987 SIC code <sup>1</sup>	1985	1988	1989	1990	1991	1992	1993
Hotels and other lodging places <sup>2</sup>	70	45.4	57.6	59.0	60.3	59.8	63.8	67.0
Hotels and motels	701	43.5	55.3	56.6	58.1	57.7	61.4	64.3
Personal services <sup>3</sup>	72	36.7	48.4	52.1	53.8	53.7	58.5	60.3
Laundry, cleaning, and garment services	721	12.8	15.5	16.3	16.7	16.8	17.7	18.0
Drycleaning plants, except rug cleaning	7216	3.8	4.6	4.6	4.2	4.3	5.1	5.1
Beauty shops	723	9.0	11.4	12.3	12.5	12.7	13.8	14.0
Barber shops	7241	1.2	1.5	1.5	1.6	1.6	1.8	1.7
Funeral service and crematories	726	5.2	6.2	6.5	7.0	7.4	7.9	8.5
Business services <sup>3</sup>	73	155.9	222.2	249.0	278.2	284.9	306.8	335.8
Advertising	731	14.9	18.7	20.0	21.9	21.2	22.5	23.7
Advertising agencies	7311	11.1	13.8	15.1	16.5	15.8	16.6	17.7
Credit reporting and collection	732	3.7	4.6	4.9	5.1	5.2	5.5	6.1
Mailing, reproduction, stenographic <sup>3</sup>	733	14.5	19.0	20.2	20.3	19.7	20.1	21.8
Direct mail advertising services	7331	3.8	5.7	6.2	7.3	7.0	7.3	8.3
Commercial art and graphic design	7336	(NA)	(NA)	(NA)	6.1	6.2	6.3	6.4
Services to dwellings and other buildings	734	13.3	17.3	19.7	21.8	21.6	22.5	22.9
Miscellaneous equipment rental and leasing	735	(NA)	(NA)	(NA)	21.5	20.9	21.0	22.7
Personnel supply services	736	14.7	24.3	26.3	29.4	28.9	32.0	35.5
Help supply services	7363	(NA)	(NA)	(NA)	21.7	21.5	24.1	26.7
Computer and data processing services <sup>3</sup>	737	45.1	67.7	77.2	86.9	92.4	102.0	114.0
Computer programming services	7371	(NA)	(NA)	(NA)	19.9	21.8	23.2	26.1
Prepackaged software	7372	(NA)	(NA)	(NA)	11.3	12.5	14.4	16.7
Computer integrated systems design	7373	(NA)	(NA)	(NA)	18.6	19.8	21.9	24.6
Data processing and preparation	7374	(NA)	(NA)	(NA)	17.8	18.8	20.6	22.8
Computer maintenance and repair	7378	(NA)	(NA)	(NA)	4.1	4.1	4.5	4.4
Miscellaneous business services <sup>3</sup>	738	(NA)	(NA)	(NA)	71.4	74.9	81.3	89.2
Detective and armored car services <sup>3</sup>	7381	(NA)	(NA)	(NA)	9.6	10.2	10.3	10.8
Automotive repair, services, and parking <sup>3</sup>	75	51.7	66.4	71.7	75.4	73.1	79.6	85.5
Automotive rentals, no drivers <sup>3</sup>	751	14.6	19.5	21.1	23.3	22.9	23.6	25.2
Truck rental and leasing, without drivers	7513	5.5	7.7	8.2	9.0	8.5	8.4	8.5
Passenger car rental	7514	(NA)	(NA)	(NA)	9.7	10.2	11.2	12.2
Automotive repair shops <sup>3</sup>	753	30.5	38.6	42.9	43.8	41.5	46.3	49.8
Top & body repair & paint shops	7532	(NA)	(NA)	(NA)	13.3	12.6	13.6	14.6
General automotive repair shops	7538	(NA)	(NA)	(NA)	18.4	16.6	19.8	21.3
Automotive services, except repair	754	(NA)	(NA)	(NA)	6.1	6.3	7.2	7.9
Miscellaneous repair services	76	20.7	27.8	30.4	32.9	32.4	35.3	36.3
Electrical repair shops	762	(NA)	(NA)	(NA)	11.1	11.1	11.5	11.9
Motion pictures	78	21.5	31.2	35.0	38.3	41.0	43.6	48.1
Motion picture produc., distribution, allied services	781,2	15.0	22.6	24.7	26.6	29.0	31.1	34.7
Motion picture theaters	783	5.8	4.6	5.5	6.3	6.5	6.2	6.5
Video tape rental	784	(NA)	(NA)	(NA)	5.4	5.6	6.3	6.9
Amusement and recreation services <sup>3</sup>	79	31.2	40.2	42.2	48.0	48.7	53.7	59.4
Producers, orchestras, entertainers	792	6.4	8.4	8.0	10.0	10.6	11.6	14.0
Commercial sports	794	5.0	6.9	7.9	9.3	9.7	10.6	10.9
Amusement parks	7996	2.6	4.0	4.4	4.7	4.5	4.9	5.2
Membership sports and recreation clubs	7997	3.5	4.1	4.1	4.3	4.5	4.6	5.1
Health services <sup>3,4</sup>	80	147.4	203.8	220.1	247.3	266.4	289.6	304.1
Offices and clinics of doctors of medicine	801	72.1	101.0	107.9	117.7	125.5	136.4	139.4
Offices and clinics of dentists	802	20.6	25.7	27.3	29.1	30.4	33.4	35.4
Offices of other health practitioners	804	7.9	12.2	13.0	15.1	16.0	17.8	19.3
Offices and clinics of chiropractors	8041	2.7	4.0	4.5	4.9	5.1	6.0	6.5
Nursing and personal care facilities	805	17.5	21.5	23.7	27.0	29.4	31.3	33.8
Hospitals	806	15.7	22.7	24.8	28.8	31.2	33.6	35.3
Medical and dental laboratories	807	5.4	8.1	8.9	10.0	10.7	11.3	12.2
Medical laboratories	8071	3.9	6.6	7.4	8.3	9.0	9.5	10.3
Home health care services	808	(NA)	(NA)	(NA)	6.4	7.7	9.4	10.9
Legal services <sup>4</sup>	81	52.8	75.5	82.0	89.3	91.0	98.1	101.1
Vocational schools <sup>4</sup>	824	2.6	4.0	4.5	4.8	4.5	4.7	4.8
Social services <sup>4</sup>	83	(NA)	(NA)	(NA)	12.6	13.6	15.1	16.5
Child day care services	8351	2.6	3.6	3.8	4.3	4.3	4.9	5.3
Residential care	8361	(NA)	(NA)	(NA)	4.8	5.4	5.7	6.3
Museums, botanical, zoological gardens <sup>4</sup>	84	(NA)	(NA)	(NA)	0.1	0.1	0.2	0.2
Engineering and management services <sup>3</sup>	87	(NA)	(NA)	(NA)	196.2	200.8	213.9	223.7
Engineering services	8711	(NA)	(NA)	(NA)	58.5	59.4	61.2	61.3
Architectural services	8712	(NA)	(NA)	(NA)	12.8	12.0	12.4	13.2
Accounting, auditing, & bookkeeping	8721	21.2	29.3	32.4	32.8	34.0	37.6	40.6
Research and testing services <sup>5</sup>	873, ex. 8733	(NA)	(NA)	(NA)	22.5	23.0	25.0	27.4
Management services	8741	(NA)	(NA)	(NA)	19.9	21.0	22.8	23.8
Management consulting services	8742	(NA)	(NA)	(NA)	29.5	30.5	32.8	34.7
Facilities support services	8744	(NA)	(NA)	(NA)	5.6	6.0	6.0	5.8
Arrangement of passenger transportation <sup>4</sup>	472	6.3	8.1	8.9	9.3	8.8	9.3	9.7
Real estate agents and managers <sup>4</sup>	653	31.3	42.6	45.0	45.5	45.6	52.8	59.0

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: 1993* (BS/93); and unpublished data.

## No. 1318. Service Industries—Summary of Establishments, by State: 1992

[Based on 1987 Standard Industrial Classification code; see text, section 13]

DIVISION AND STATE	FIRMS SUBJECT TO FEDERAL INCOME TAX						TAX-EXEMPT FIRMS			
	All establishments		Establishments with payroll				Establishments with payroll			
	Estab-lish-ments <sup>1</sup> (1,000)	Receipts (mil. dol.)	Estab-lish-ments <sup>1</sup> (1,000)	Receipts (mil. dol.)	Payroll (mil. dol.)	Paid employ-ees (1,000)	Estab-lish-ments <sup>1</sup> (1,000)	Revenues (mil. dol.)	Payroll (mil. dol.)	Paid employ-ees (1,000)
<b>U.S.</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>	<b>208.9</b>	<b>446,256</b>	<b>186,672</b>	<b>8,109</b>
<b>N.E.</b> . . .	<b>524.0</b>	<b>81,419</b>	<b>104.9</b>	<b>71,871</b>	<b>27,908</b>	<b>1,070</b>	<b>15.9</b>	<b>31,225</b>	<b>14,154</b>	<b>573</b>
ME . . .	46.7	4,246	9.0	3,597	1,367	68	1.7	2,068	956	45
NH . . .	46.7	5,413	9.2	4,612	1,840	83	1.4	1,933	767	36
VT . . .	27.7	2,325	5.0	1,946	633	37	1.1	1,021	449	22
MA . . .	246.2	43,676	46.6	38,949	15,103	545	7.2	16,940	7,698	302
RI . . .	33.3	4,196	7.6	3,664	1,413	64	1.1	2,217	1,003	43
CT . . .	123.4	21,562	27.4	19,102	7,551	273	3.4	7,046	3,280	125
<b>M.A.</b> . . .	<b>1,227.9</b>	<b>227,191</b>	<b>277.4</b>	<b>202,649</b>	<b>75,238</b>	<b>2,812</b>	<b>33.6</b>	<b>89,401</b>	<b>40,752</b>	<b>1,631</b>
NY . . .	617.1	115,939	133.7	103,025	38,012	1,344	16.3	49,030	22,980	871
NJ . . .	265.2	55,842	65.9	50,242	18,485	677	4.8	13,855	6,282	245
PA . . .	345.6	55,409	77.8	49,383	18,741	797	12.4	26,516	11,490	514
<b>E.N.C.</b> . . .	<b>1,273.3</b>	<b>185,044</b>	<b>277.5</b>	<b>167,019</b>	<b>65,455</b>	<b>2,946</b>	<b>35.7</b>	<b>77,872</b>	<b>32,219</b>	<b>1,482</b>
OH . . .	321.5	45,210	69.9	40,844	16,137	758	9.3	20,111	8,361	394
IN . . .	164.6	19,610	34.5	17,548	6,742	355	5.2	9,009	3,649	180
IL . . .	370.7	63,955	79.8	57,927	22,077	902	9.0	23,341	9,521	417
MI . . .	278.3	39,049	61.3	35,124	14,203	614	7.5	16,757	7,154	306
WI . . .	138.1	17,220	32.0	15,577	6,295	317	4.8	8,654	3,534	185
<b>W.N.C.</b> . . .	<b>636.2</b>	<b>72,240</b>	<b>122.4</b>	<b>64,468</b>	<b>24,808</b>	<b>1,235</b>	<b>20.9</b>	<b>32,693</b>	<b>14,274</b>	<b>738</b>
MN . . .	176.5	21,146	31.0	18,764	7,544	349	5.6	9,718	4,346	208
IA . . .	95.3	8,755	17.8	7,711	2,899	163	3.7	4,656	2,065	121
MO . . .	166.6	22,388	36.4	20,339	7,699	374	4.4	9,484	3,996	195
ND . . .	22.2	1,795	4.2	1,576	616	33	1.1	1,312	585	37
SD . . .	25.2	2,076	4.8	1,790	592	34	1.1	1,258	552	33
NE . . .	59.3	6,492	11.3	5,828	2,290	120	1.9	2,572	1,118	59
KS . . .	91.0	9,589	16.9	8,460	3,168	162	3.0	3,693	1,611	86
<b>S.A.</b> . . .	<b>1,460.4</b>	<b>239,872</b>	<b>335.5</b>	<b>217,306</b>	<b>82,773</b>	<b>3,637</b>	<b>32.6</b>	<b>75,442</b>	<b>29,708</b>	<b>1,261</b>
DE . . .	21.2	3,142	5.3	2,823	1,170	54	0.6	1,324	588	26
MD . . .	179.1	29,822	36.8	26,937	10,765	419	3.9	9,853	3,925	163
DC . . .	26.0	11,752	7.4	11,238	4,299	121	2.6	9,782	3,118	96
VA . . .	200.8	36,436	45.9	33,606	13,138	526	4.7	10,782	4,191	176
WV . . .	44.0	4,951	9.5	4,466	1,575	84	1.6	2,718	1,138	57
NC . . .	196.1	24,631	42.2	22,155	8,410	425	4.8	9,777	4,152	185
SC . . .	90.0	12,169	21.5	10,930	4,349	233	2.1	4,200	1,694	76
GA . . .	207.7	34,081	46.9	30,802	11,409	502	3.8	9,122	3,706	163
FL . . .	495.6	82,890	120.0	74,347	27,658	1,274	8.4	17,885	7,195	318
<b>E.S.C.</b> . . .	<b>406.6</b>	<b>55,607</b>	<b>88.7</b>	<b>49,925</b>	<b>18,598</b>	<b>930</b>	<b>10.2</b>	<b>20,583</b>	<b>8,317</b>	<b>398</b>
KY . . .	103.8	11,685	21.0	10,378	3,864	211	2.6	4,753	1,922	99
TN . . .	148.3	22,712	32.0	20,410	7,581	362	3.5	7,549	3,028	139
AL . . .	98.7	14,933	23.0	13,649	5,162	248	2.4	5,319	2,148	99
MS . . .	55.9	6,277	12.8	5,487	1,991	108	1.6	2,961	1,219	61
<b>W.S.C.</b> . . .	<b>894.1</b>	<b>130,736</b>	<b>185.9</b>	<b>116,445</b>	<b>44,205</b>	<b>2,057</b>	<b>17.9</b>	<b>34,160</b>	<b>13,778</b>	<b>655</b>
AR . . .	67.8	6,902	14.0	6,007	2,250	133	1.9	2,946	1,206	64
LA . . .	117.1	17,943	27.1	16,067	5,912	296	2.6	5,587	2,338	110
OK . . .	112.1	11,169	21.2	9,607	3,641	196	2.5	3,935	1,620	83
TX . . .	597.2	94,721	123.6	84,763	32,402	1,430	10.9	21,692	8,614	398
<b>Mt.</b> . . .	<b>558.2</b>	<b>80,847</b>	<b>113.0</b>	<b>72,714</b>	<b>26,295</b>	<b>1,258</b>	<b>12.1</b>	<b>19,276</b>	<b>7,667</b>	<b>360</b>
MT . . .	34.3	2,629	6.9	2,197	722	44	1.4	1,243	524	29
ID . . .	38.3	3,918	7.3	3,440	1,305	64	0.9	1,089	447	22
WY . . .	19.2	1,612	4.1	1,384	436	26	0.7	561	257	15
CO . . .	168.2	21,229	32.9	18,810	7,183	319	3.3	6,301	2,401	104
NM . . .	53.2	6,880	10.7	6,191	2,332	111	1.5	1,899	849	43
AZ . . .	132.4	18,648	28.7	16,616	6,220	299	2.6	5,386	2,075	94
UT . . .	65.4	8,389	11.7	7,491	2,667	139	1.0	1,784	732	35
NV . . .	47.2	17,541	10.8	16,585	5,431	256	0.7	1,013	382	16
<b>Pac.</b> . . .	<b>1,612.8</b>	<b>272,189</b>	<b>320.2</b>	<b>240,217</b>	<b>87,418</b>	<b>3,346</b>	<b>30.1</b>	<b>65,604</b>	<b>25,804</b>	<b>1,011</b>
WA . . .	185.1	24,125	39.5	21,448	8,091	355	5.0	8,837	3,778	162
OR . . .	118.9	12,382	23.3	10,663	3,963	195	3.1	4,479	1,857	87
CA . . .	1,243.0	224,885	244.5	198,432	71,824	2,646	20.1	49,179	18,799	707
AK . . .	24.2	2,770	4.5	2,382	884	32	0.9	1,028	445	17
HI . . .	41.6	8,027	8.5	7,291	2,654	118	1.0	2,081	924	37

<sup>1</sup> Number of establishments in business at any time during year. <sup>2</sup> For the pay period including March 12.

Source: U.S. Bureau of the Census, 1992 Census of Service Industries, Geographic Area Series, SC92-A-1 to 52 and Nonemployer Statistics Series, SC92-N-1.