

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

In Brief

Retail sales, 1996:

| | |
|---------------------------|----------------|
| <i>Total</i> | \$2.4 trillion |
| <i>Automotive dealers</i> | \$.6 trillion |
| <i>Food stores</i> | \$.4 trillion |

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

| | 1990 | 1995 |
|--------------------------|------|------|
| <i>Business services</i> | 281 | 424 |
| <i>Health services</i> | 271 | 383 |

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 kinds of business for the United States as a whole.

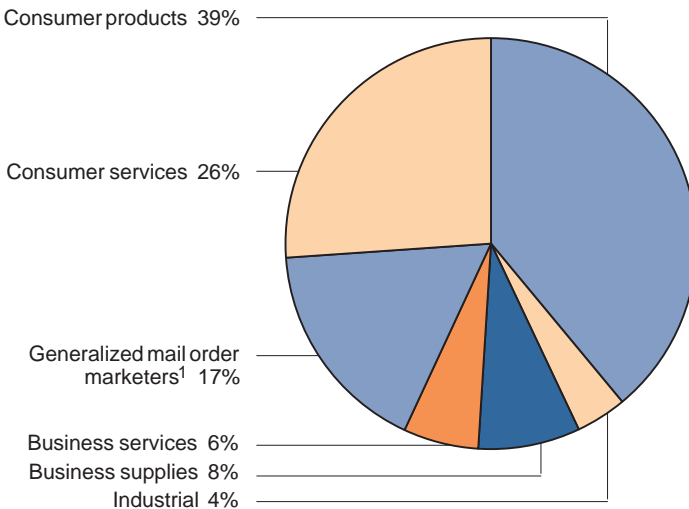
For the current sample survey programs, retail trade coverage is the same as for the census; wholesale trade coverage is limited to merchant wholesalers; and selected services coverage is less inclusive than the census.

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.

Figure 27.1
U.S. Mail Order Sales, by Kind of Business: 1994

1994 Mail Order Sales: \$200.8 Billion



¹Mail 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 1275.

No. 1261. Gross Domestic Product in Domestic Trade and Service Industries in Current and Real (1992) Dollars: 1990 to 1994

[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 ¹ | | | |
|--|-----------------|----------------|----------------|----------------|-------------------------------------|----------------|----------------|----------------|
| | 1990 | 1992 | 1993 | 1994 | 1990 | 1992 | 1993 | 1994 |
| Wholesale and retail trade | 870.8 | 950.8 | 994.2 | 1,071.8 | 907.0 | 950.8 | 981.8 | 1,045.3 |
| Percent of gross domestic product | 15.2 | 15.2 | 15.2 | 15.5 | 14.8 | 15.2 | 15.4 | 15.8 |
| Wholesale trade | 367.3 | 406.5 | 423.1 | 461.9 | 360.6 | 406.5 | 418.6 | 450.0 |
| Retail trade | 503.5 | 544.3 | 571.1 | 609.9 | 546.4 | 544.3 | 563.2 | 595.4 |
| Services | 1,059.4 | 1,200.8 | 1,266.1 | 1,342.7 | 1,181.7 | 1,200.8 | 1,222.1 | 1,249.6 |
| Percent of gross domestic product | 18.4 | 19.2 | 19.3 | 19.4 | 19.3 | 19.2 | 19.1 | 18.9 |
| Hotels and other lodging places | 46.1 | 51.0 | 54.6 | 56.1 | 49.2 | 51.0 | 52.5 | 52.6 |
| Personal services | 38.2 | 41.0 | 44.5 | 46.5 | 41.7 | 41.0 | 42.8 | 43.1 |
| Business services | 199.0 | 218.9 | 233.4 | 253.5 | 216.5 | 218.9 | 234.3 | 247.0 |
| Auto repair, services, and garages | 48.9 | 51.1 | 54.0 | 57.4 | 54.0 | 51.1 | 51.0 | 51.6 |
| Miscellaneous repair services | 17.7 | 17.5 | 19.2 | 19.4 | 21.5 | 17.5 | 17.2 | 16.9 |
| Motion pictures | 20.4 | 20.0 | 22.1 | 24.8 | 22.1 | 20.0 | 21.9 | 23.6 |
| Amusement and recreation services | 39.1 | 47.9 | 48.7 | 52.2 | 42.8 | 47.9 | 47.0 | 48.4 |
| Health services | 307.9 | 369.1 | 384.8 | 408.3 | 356.9 | 369.1 | 363.1 | 368.3 |
| Legal services | 80.7 | 90.1 | 92.3 | 94.4 | 91.5 | 90.1 | 87.9 | 86.7 |
| Educational services | 39.8 | 46.3 | 48.5 | 51.4 | 44.3 | 46.3 | 46.8 | 47.6 |
| Social services | 29.6 | 36.9 | 40.1 | 43.4 | 32.5 | 36.9 | 39.3 | 41.2 |
| Membership organizations | 35.0 | 38.9 | 42.1 | 44.5 | 38.3 | 38.9 | 40.8 | 42.8 |
| Other services | 147.8 | 162.2 | 171.2 | 180.0 | 160.4 | 162.2 | 167.5 | 170.6 |
| Private households | 9.4 | 10.1 | 10.7 | 10.8 | 10.2 | 10.1 | 10.3 | 10.2 |

¹See text, section 14.

Source: U.S. Bureau of Economic Analysis, *Survey of Current Business*, August 1996.

No. 1262. 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 ¹ | 1,000 | 1,665 | 1,567 | 1,573 | 1,992 | 2,212 |
| Multiunit establishments ^{1,2} | 1,000 | 301 | 343 | 415 | 498 | 528 |
| Establishments, total ¹ | 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 ³ | 1,000 | 74 | 119 | 193 | 259 | 326 |
| Consumer Price Index: ⁴ | | | | | | |
| 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 ² | 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 ^{2,5} | Percent | 55.8 | 55.8 | 54.5 | 54.6 | 57.0 |
| In 1987 dollars ⁶ | Bil. dol. | 1,042 | 1,170 | 1,175 | 1,540 | 1,669 |
| Percent of sales by corporations | Percent | 76.4 | 79.8 | 84.6 | 88.9 | 89.9 |
| Per capita sales: ⁷ | | | | | | |
| Current dollars | Dollars | 2,186 | 3,291 | 4,601 | 6,357 | 7,643 |
| Constant (1987) dollars ⁶ | 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 ⁸ | 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 |

¹ 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. ² Establishments of firms that operate at two or more locations. ³ Through 1982, represents establishments with and without payroll. Beginning 1987, represents only establishments with payroll. ⁴ Source: U.S. Bureau of Labor Statistics, *Monthly Labor Review*. Beginning 1982, CPI-U annual averages, see text, section 15. ⁵ Prior to 1982, data provided for percent of multiunit sales by 101-or-more establishment units. ⁶ Based on implicit price deflators for retail sales supplied by U.S. Bureau of Economic Analysis. ⁷ Based on estimated resident population as of July 1. ⁸ 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. 1263. Retail Trade—Establishments, Employees, and Payroll: 1990 and 1994

[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 ¹ | ESTABLISHMENTS (1,000) | | EMPLOYEES (1,000) | | PAYROLL (bil. dol.) | |
|--|----------------------------------|---------------------------|----------------|----------------------|---------------|------------------------|--------------|
| | | 1990 | 1994 | 1990 | 1994 | 1990 | 1994 |
| Retail trade, total | (G) | 1,529.7 | 1,564.2 | 19,815 | 20,320 | 241.7 | 282.3 |
| Building materials and garden supplies ² | 52 | 71.9 | 69.9 | 703 | 728 | 11.9 | 14.1 |
| Lumber and other building materials | 521 | 27.5 | 26.1 | 403 | 439 | 7.5 | 9.1 |
| Paint, glass, and wallpaper stores | 523 | 10.2 | 10.1 | 54 | 48 | 0.9 | 1.0 |
| Hardware stores | 525 | 19.0 | 18.2 | 143 | 140 | 1.9 | 2.0 |
| Retail nurseries and garden stores | 526 | 10.1 | 11.0 | 76 | 73 | 1.0 | 1.2 |
| Mobile home dealers | 527 | 4.2 | 4.3 | 23 | 29 | 0.4 | 0.8 |
| General merchandise stores ² | 53 | 36.6 | 36.7 | 2,135 | 2,196 | 22.9 | 27.0 |
| Department stores | 531 | 10.1 | 10.8 | 1,710 | 1,786 | 18.3 | 21.7 |
| Variety stores | 533 | 10.0 | 13.2 | 109 | 107 | 1.0 | 1.0 |
| Misc. general merchandise stores. | 539 | 15.0 | 12.4 | 310 | 302 | 3.6 | 4.2 |
| Food stores ² | 54 | 186.1 | 182.5 | 3,124 | 3,095 | 35.8 | 39.8 |
| Grocery stores | 541 | 132.5 | 131.7 | 2,757 | 2,785 | 32.4 | 36.3 |
| Meat and fish markets | 542 | 9.3 | 8.5 | 54 | 45 | 0.6 | 0.6 |
| Fruit and vegetable markets | 543 | 2.9 | 3.1 | 19 | 17 | 0.2 | 0.2 |
| Candy, nut, confectionery stores. | 544 | 5.4 | 4.9 | 29 | 28 | 0.2 | 0.2 |
| Retail bakeries | 546 | 19.9 | 21.3 | 176 | 162 | 1.5 | 1.7 |
| Automotive dealers and service stations ² | 55 | 207.3 | 198.4 | 2,104 | 2,097 | 40.0 | 48.0 |
| New and used car dealers | 551 | 26.1 | 24.1 | 917 | 949 | 23.9 | 30.7 |
| Used car dealers | 552 | 14.3 | 19.6 | 56 | 73 | 1.0 | 1.5 |
| Auto and home supply stores | 553 | 43.4 | 41.3 | 305 | 295 | 5.1 | 5.5 |
| Gasoline service stations | 554 | 104.8 | 99.3 | 701 | 692 | 7.5 | 8.3 |
| Boat dealers | 555 | 4.6 | 4.8 | 34 | 29 | 0.6 | 0.7 |
| Recreational vehicle dealers | 556 | 2.7 | 2.9 | 24 | 26 | 0.5 | 0.7 |
| Motorcycle dealers. | 557 | 3.4 | 3.6 | 22 | 25 | 0.4 | 0.5 |
| Apparel and accessory stores ² | 56 | 150.2 | 142.4 | 1,193 | 1,184 | 12.2 | 13.3 |
| Men's and boys' clothing stores | 561 | 14.7 | 14.6 | 108 | 107 | 1.5 | 1.4 |
| Women's clothing stores | 562 | 50.2 | 47.7 | 439 | 420 | 4.0 | 4.1 |
| Women's accessory and specialty stores | 563 | 7.7 | 8.3 | 46 | 45 | 0.5 | 0.5 |
| Children's and infants' wear stores | 564 | 5.6 | 5.3 | 36 | 38 | 0.3 | 0.4 |
| Family clothing stores. | 565 | 17.8 | 19.5 | 283 | 338 | 3.0 | 3.9 |
| Shoe stores | 566 | 37.4 | 34.8 | 206 | 185 | 2.2 | 2.2 |
| Misc. apparel and accessory stores | 569 | 9.1 | 9.5 | 47 | 47 | 0.5 | 0.6 |
| Furniture and homefurnishings stores ² | 57 | 108.1 | 114.5 | 749 | 790 | 12.3 | 14.3 |
| Furniture and homefurnishings stores ² | 571 | 61.1 | 66.8 | 430 | 451 | 7.2 | 8.3 |
| Furniture stores | 5712 | 30.8 | 32.8 | 245 | 252 | 4.3 | 5.0 |
| Floor covering stores | 5713 | 13.2 | 14.2 | 77 | 73 | 1.5 | 1.6 |
| Drapery and upholstery stores | 5714 | 3.4 | 2.7 | 16 | 11 | 0.2 | 0.2 |
| Misc. homefurnishings stores | 5719 | 13.3 | 16.8 | 92 | 115 | 1.1 | 1.6 |
| Household appliance stores | 572 | 10.0 | 9.6 | 63 | 61 | 1.1 | 1.1 |
| Radio, television, and computer stores ² | 573 | 34.2 | 37.5 | 245 | 277 | 3.9 | 4.8 |
| Radio, TV, and electronic stores | 5731 | 16.5 | 16.9 | 120 | 135 | 2.1 | 2.6 |
| Computer and software stores | 5734 | 5.1 | 7.5 | 33 | 48 | 0.8 | 1.0 |
| Record and prerecorded tape stores | 5735 | 7.1 | 8.7 | 60 | 69 | 0.6 | 0.7 |
| Eating and drinking places ² | 58 | 402.6 | 449.1 | 6,461 | 6,928 | 49.6 | 60.7 |
| Eating places | 5812 | 286.8 | 367.2 | 5,700 | 6,477 | 43.8 | 56.7 |
| Drinking places | 5813 | 43.8 | 52.9 | 267 | 310 | 2.0 | 2.5 |
| Miscellaneous retail ² | 59 | 349.0 | 354.8 | 2,487 | 2,477 | 33.2 | 37.8 |
| Drug stores and proprietary stores | 591 | 50.0 | 45.7 | 593 | 583 | 8.3 | 9.7 |
| Liquor stores ³ | 592 | 30.8 | 29.5 | 141 | 129 | 1.6 | 1.6 |
| Used merchandise stores | 593 | 15.0 | 21.6 | 79 | 112 | 0.9 | 1.4 |
| Sporting goods and bicycle shops | 5941 | 21.4 | 24.5 | 139 | 157 | 1.6 | 2.2 |
| Book stores | 5942 | 11.7 | 13.5 | 86 | 102 | 0.8 | 1.1 |
| Stationery stores | 5943 | 4.8 | 4.2 | 34 | 23 | 0.4 | 0.3 |
| Jewelry stores. | 5944 | 26.6 | 27.0 | 161 | 142 | 2.3 | 2.4 |
| Hobby, toy, and game shops | 5945 | 9.4 | 10.4 | 83 | 94 | 0.8 | 1.1 |
| Camera, photo supply stores | 5946 | 3.6 | 3.0 | 22 | 18 | 0.4 | 0.3 |
| Gift, novelty, and souvenir shops | 5947 | 29.5 | 34.4 | 164 | 179 | 1.4 | 1.7 |
| Sewing, needlework, and piece goods. | 5949 | 8.2 | 7.5 | 68 | 59 | 0.5 | 0.5 |
| Catalog and mail-order houses | 5961 | 7.2 | 6.4 | 141 | 160 | 2.6 | 3.4 |
| Merchandising machine operators | 5962 | 5.1 | 6.0 | 76 | 71 | 1.3 | 1.3 |
| Direct selling establishments | 5963 | 8.8 | 13.2 | 107 | 120 | 1.7 | 2.2 |
| Fuel dealers | 598 | 12.0 | 11.1 | 100 | 89 | 2.2 | 2.2 |
| Florists | 5992 | 25.8 | 26.8 | 131 | 120 | 1.2 | 1.3 |
| Optical goods stores | 5995 | 13.2 | 14.3 | 66 | 73 | 1.1 | 1.3 |
| Administrative and auxiliary | (X) | 18.0 | 15.9 | 860 | 825 | 23.7 | 27.4 |

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

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

No. 1264. 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 ¹ | ALL ESTABLISHMENTS | | | | ESTABLISHMENTS WITH PAYROLL | | |
|---|----------------------------------|--------------------------------|--------------|----------------------|------------------|--|--|---------------|
| | | Number ² (1,000) | | Sales (mil. dol.) | | Annual payroll, 1992 (mil. dol.) | Paid employees ³ (1,000) | |
| | | 1987 | 1992 | 1987 | 1992 | | 1987 | 1992 |
| Retail trade, total ⁴ | | 2,420 | 2,672 | 1,540,263 | 1,949,193 | 222,868 | 17,780 | 18,407 |
| 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.) ⁵ | 531 | 10 | 11 | 153,679 | 190,785 | (NA) | (NA) | (NA) |
| Department stores (excl. leased depts.) ⁵ | 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 ⁶ | 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 | 71 | 71 | 5,616 | 7,041 | 556 | 59 | 45 |
| Retail bakeries | 546 | 31 | 31 | 5,194 | 5,732 | 1,407 | 185 | 157 |
| Automotive dealers ⁶ | 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 | 7 | 5 | 6,824 | 5,537 | 558 | 35 | 27 |
| Recreational vehicle dealers | 556 | 7 | 7 | 5,538 | 7,314 | 514 | 25 | 22 |
| Motorcycle dealers | 557 | 7 | 7 | 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 ⁶ | 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 | 7 | 7 | 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 ⁶ | 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 | 7 | 3,930 | 7,860 | 593 | 44 | 60 |
| Eating and drinking places | 58 | 490 | 558 | 153,462 | 200,163 | 52,570 | 6,100 | 6,548 |
| Eating places | 5812 | 402 | 474 | 142,627 | 187,758 | 50,307 | 5,787 | 6,244 |
| Restaurants | 5812 pt. | 7 | 7 | 66,364 | 85,178 | 25,369 | 2,822 | 2,989 |
| Refreshment places | 5812 pt. | 7 | 7 | 56,870 | 77,686 | 18,808 | 2,352 | 2,652 |
| Cafeterias | 5812 pt. | 7 | 7 | 3,778 | 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 ^{4, 6} | 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 ⁶ | 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 ⁴ | 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 ⁴ | 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. ¹ Based on 1987 Standard Industrial Classification; see text, section 13. ² Represents the number of establishments in business at any time during year. ³ For pay period including March 12. ⁴ Excludes nonemployer direct sellers, SIC 5963. ⁵ Includes sales from catalog order desks. Data for leased departments not included in broader kind-of-business totals. ⁶ Includes other kinds of businesses, not shown separately. ⁷ 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. 1265. Retail Trade—Sales, by Broad Merchandise Lines: 1987 and 1992

[For establishments with payroll]

| MERCHANDISE LINES | 1987 | | | 1992 | | | |
|--|-------------------------------------|---|------------------------------|-------------------------------------|---|------------------------------|---|
| | Estab- lish- ments (1,000) | Sales of specified merchandise lines | | Estab- lish- ments (1,000) | Sales of specified merchandise lines | | |
| | | Total (mil. dol.) | Percent distrib- ution | | Total (mil. dol.) | Percent distrib- ution | Percent of total sales of estab- lishments handling line |
| Retail trade, total ¹ | ²1,504 | 1,493,309 | 100.0 | ²1,526 | 1,894,880 | 100.0 | (X) |
| Groceries and other food | 369 | 247,410 | 16.6 | 371 | 308,488 | 16.3 | 41.4 |
| Meals and snacks | 478 | 137,954 | 9.2 | 548 | 183,957 | 9.7 | 34.4 |
| Alcoholic drinks | 170 | 18,721 | 1.3 | 187 | 22,318 | 1.2 | 24.5 |
| Packaged alcoholic beverages | 179 | 29,651 | 2.0 | 179 | 35,589 | 1.9 | 9.3 |
| Cigars, cigarettes, and tobacco | 275 | 23,231 | 1.6 | 284 | 31,328 | 1.7 | 4.5 |
| Drugs, health and beauty aids | 219 | 69,040 | 4.6 | 224 | 107,336 | 5.7 | 14.9 |
| Soaps, detergents, and household cleaners | 116 | 9,902 | 0.7 | 140 | 14,979 | 0.8 | 3.1 |
| Paper and related products | 119 | 9,232 | 0.6 | 152 | 14,159 | 0.8 | 2.8 |
| Men's wear | 117 | 41,647 | 2.8 | 116 | 48,519 | 2.6 | 13.4 |
| Women's, junior's and misses' wear | 175 | 85,617 | 5.7 | 162 | 91,972 | 4.9 | 24.2 |
| Children's wear | (NA) | (NA) | (NA) | 75 | 21,862 | 1.2 | 7.4 |
| Footwear | 111 | 22,732 | 1.5 | 110 | 29,198 | 1.5 | 9.3 |
| Sewing, knitting, and needlework goods | 37 | 4,155 | 0.3 | 35 | 5,127 | 0.3 | 3.5 |
| Curtains, draperies, and dry goods | 68 | 13,037 | 0.9 | 66 | 15,763 | 0.8 | 5.1 |
| Major household appliances | 66 | 17,571 | 1.2 | 56 | 17,866 | 0.9 | 7.2 |
| Small electric appliances | 80 | 6,245 | 0.4 | 76 | 6,404 | 0.3 | 2.1 |
| TV's, video equipment, videotapes | 66 | 13,380 | 0.9 | 66 | 18,567 | 1.0 | 6.8 |
| Audio equipment, musical instruments and supplies | 86 | 16,944 | 1.1 | 86 | 21,710 | 1.2 | 8.2 |
| Furniture and sleep equipment | 79 | 29,843 | 2.0 | 73 | 34,359 | 1.8 | 12.0 |
| Floor coverings | 59 | 11,385 | 0.8 | 47 | 11,902 | 0.6 | 5.6 |
| Computer hardware, software, and supplies | 30 | 5,828 | 0.4 | 25 | 11,437 | 0.6 | 8.9 |
| Kitchenware and home furnishings | 167 | 21,512 | 1.4 | 162 | 24,885 | 1.3 | 5.1 |
| Jewelry | 118 | 20,691 | 1.4 | 131 | 25,872 | 1.4 | 6.6 |
| Books | (NA) | (NA) | (NA) | 69 | 10,475 | 0.6 | 5.3 |
| Photographic equipment and supplies | 64 | 5,381 | 0.4 | 55 | 5,524 | 0.3 | 2.1 |
| Toys, hobby goods, and games | 106 | 12,917 | 0.9 | 105 | 18,059 | 1.0 | 5.1 |
| Optical goods | 29 | 3,717 | 0.2 | 35 | 5,300 | 0.3 | 4.3 |
| Sporting goods | 73 | 21,190 | 1.4 | 81 | 25,361 | 1.3 | 9.0 |
| Recreational vehicles, parts, and accessories | 9 | 6,092 | 0.4 | 7 | 6,449 | 0.3 | 13.6 |
| Hardware, tools, plumbing, and electrical supplies | 107 | 20,784 | 1.4 | 106 | 28,581 | 1.5 | 7.8 |
| Lawn and garden equipment | 119 | 16,847 | 1.1 | 111 | 20,952 | 1.1 | 4.9 |
| Lumber, millwork, building materials | 65 | 45,491 | 3.0 | 57 | 50,103 | 2.6 | 28.8 |
| Paint and related preservatives and supplies | 57 | 7,103 | 0.5 | 53 | 10,399 | 0.6 | 5.0 |
| Mobile homes | 5 | 4,866 | 0.3 | 4 | 5,607 | 0.3 | 89.0 |
| Cars, vans, trucks, and other powered vehicles | 51 | 251,243 | 16.8 | 50 | 299,852 | 15.8 | 83.9 |
| Automotive fuels | 151 | 87,432 | 5.9 | 141 | 114,754 | 6.1 | 57.6 |
| Automotive lubricants | 154 | 3,021 | 0.2 | 146 | 3,503 | 0.2 | 0.8 |
| Automobile tires, batteries, accessories | 158 | 37,734 | 2.5 | 131 | 45,158 | 2.4 | 7.0 |
| Household fuels | 26 | 12,450 | 0.8 | 24 | 12,121 | 0.6 | 27.4 |
| Pets, pet food, and supplies | 82 | 5,009 | 0.3 | 87 | 8,197 | 0.4 | 2.5 |
| All other merchandise | 261 | 37,211 | 2.5 | 301 | 48,118 | 2.5 | 7.2 |
| Unclassified merchandise | 161 | 6,708 | 0.4 | 133 | 9,930 | 0.5 | 3.4 |
| Nonmerchandise receipts | 342 | 52,381 | 3.5 | 316 | 62,841 | 3.3 | 7.5 |

NA Not available. X Not applicable. ¹ Includes other merchandise lines not shown separately. ² Detail will not add to total because establishments may carry more than one merchandise line.

Source: U.S. Bureau of the Census, *Census of Retail Trade 1987*, and 1992, *Merchandise Line Sales*, RC87-S-3 and RC92-S-3RV.

No. 1266. Retail Trade Sales—Summary: 1980 to 1996

[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 ⁴ (bil. dol.) | Inventory/sales ratios ^{4 5} | |
|------|-------------------|------------------------------------|--------------------------------|---------------------------|---------------------------|------------------------------|--|---------------------------------------|---------------------------|
| | Total (bil. dol.) | Annual percent change ¹ | Per capita ² (dol.) | Index of sales (1982=100) | Durable goods (bil. dol.) | Nondurable goods (bil. dol.) | | | |
| | | | | | | Total | | | Dept. stores ³ |
| 1980 | 957 | 6.7 | 4,213 | 89.5 | 299 | 658 | 86 | 121 | (NA) |
| 1985 | 1,375 | 6.8 | 5,779 | 128.6 | 498 | 877 | 126 | 182 | 1.55 |
| 1987 | 1,541 | 6.3 | 6,361 | 144.2 | 576 | 965 | 144 | 208 | 1.57 |
| 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 | 7,396 | 172.5 | 669 | 1,176 | 166 | 240 | 1.57 |
| 1991 | 1,856 | 0.6 | 7,362 | 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 | 2,073 | 6.2 | 8,040 | 193.8 | 776 | 1,297 | 200 | 268 | 1.49 |
| 1994 | 2,227 | 7.5 | 8,554 | 208.3 | 873 | 1,354 | 219 | 290 | 1.52 |
| 1995 | 2,324 | 4.3 | 8,840 | 217.3 | 925 | 1,399 | 233 | 304 | 1.53 |
| 1996 | 2,445 | 5.2 | 9,218 | 228.7 | 993 | 1,452 | 244 | 314 | 1.52 |

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

No. 1267. Retail Trade—Sales, by Kind of Business: 1980 to 1996

[In billions of dollars. See headnote, table 1266. Based on Current Business Survey, see Appendix III]

| KIND OF BUSINESS | 1987 SIC code ¹ | 1980 | 1985 | 1990 | 1992 | 1993 | 1994 | 1995 | 1996 |
|---|----------------------------|----------------------------|--------------|----------------|----------------|----------------|----------------|----------------|----------------|
| | | Retail trade, total | | 957.4 | 1,375.0 | 1,844.6 | 1,951.6 | 2,072.8 | 2,227.3 |
| Durable goods stores, total² | | 299.2 | 498.1 | 668.8 | 703.6 | 776.1 | 873.4 | 925.0 | 993.3 |
| Building materials and garden supplies | 52 | 50.8 | 71.2 | 94.6 | 100.8 | 109.4 | 122.3 | 125.8 | 134.5 |
| Building materials, supply stores | 521.3 | 35.0 | 50.8 | 70.3 | 75.4 | 82.4 | 92.9 | 95.5 | 102.0 |
| Hardware stores | 525 | 8.3 | 10.5 | 12.5 | 12.7 | 13.2 | 14.2 | 14.3 | 15.2 |
| Automotive dealers | 55 exc. 554 | 164.1 | 303.2 | 387.6 | 406.9 | 456.3 | 518.5 | 551.3 | 592.9 |
| Motor vehicle, misc. automotive dealers | 551,2,5,6,7,9 | 146.2 | 278.0 | 356.8 | 377.1 | 425.5 | 485.5 | 517.2 | 556.9 |
| Motor vehicle dealers | 551,2 | 137.7 | 263.1 | 338.7 | 359.3 | 405.2 | 462.7 | 492.0 | 529.8 |
| New and used car dealers | 551 | 130.5 | 251.6 | 316.0 | 333.8 | 377.2 | 430.3 | 455.7 | 490.6 |
| Auto and home supply stores | 553 | 18.0 | 25.2 | 30.8 | 29.8 | 30.8 | 33.0 | 34.1 | 36.0 |
| Furniture and home furnishings stores ² | 57 | 44.2 | 68.3 | 91.5 | 97.0 | 105.4 | 118.6 | 127.3 | 133.5 |
| Furniture, home furnishings stores | 571 | 26.3 | 38.3 | 50.5 | 52.3 | 55.6 | 61.0 | 63.8 | 66.7 |
| Furniture stores | 5712 | (NA) | 23.9 | 30.8 | 31.2 | 33.4 | 36.0 | 37.5 | 38.8 |
| Floor covering stores | 5713 | (NA) | 7.9 | 10.7 | 10.4 | 10.6 | 11.4 | 11.5 | 12.2 |
| Household appliance, radio, TV, and computer stores | 5722,31,34 | 14.0 | 25.1 | 33.0 | 35.8 | 40.5 | 47.7 | 53.0 | 56.1 |
| Household appliance stores | 5722 | (NA) | 8.4 | 8.8 | 8.4 | 9.0 | 8.7 | 9.5 | 9.5 |
| Radio, TV, and computer stores | 5731,34 | (NA) | 16.7 | 24.3 | 27.4 | 31.6 | 39.0 | 43.5 | 46.6 |
| Sporting goods and bicycle shops | 5941 | (NA) | 8.7 | 15.0 | 15.6 | 16.9 | 19.1 | 20.3 | 22.1 |
| Book stores | 5942 | (NA) | 4.5 | 7.4 | 8.3 | 9.0 | 9.9 | 10.9 | 11.5 |
| Jewelry stores | 5944 | (NA) | 11.2 | 15.2 | 15.1 | 16.5 | 17.7 | 18.6 | 20.1 |
| Nondurable goods stores, total² | | 658.1 | 876.9 | 1,175.8 | 1,248.0 | 1,296.6 | 1,354.0 | 1,399.0 | 1,452.0 |
| General merchandise stores | 53 | 109.0 | 158.6 | 215.5 | 246.4 | 264.6 | 283.2 | 299.2 | 312.8 |
| Department stores ³ | 531 | 85.5 | 126.4 | 165.8 | 186.4 | 200.5 | 218.6 | 232.7 | 244.4 |
| Variety stores | 533 | 7.8 | 8.5 | 8.3 | 9.5 | 9.0 | 8.1 | 7.7 | 8.3 |
| Misc. general merchandise stores | 539 | 15.7 | 23.8 | 41.4 | 50.5 | 55.1 | 56.5 | 58.7 | 60.1 |
| Food stores | 54 | 220.2 | 285.1 | 368.3 | 377.1 | 385.0 | 399.0 | 409.6 | 423.3 |
| Grocery stores | 541 | 205.6 | 269.5 | 348.2 | 358.1 | 365.4 | 378.4 | 388.0 | 400.5 |
| Gasoline service stations | 554 | 94.1 | 113.3 | 138.5 | 137.0 | 138.2 | 141.7 | 146.1 | 155.0 |
| Apparel and accessory stores | 56 | 49.3 | 70.2 | 95.8 | 104.2 | 107.2 | 109.9 | 110.4 | 113.7 |
| Men's and boys' clothing stores | 561 | 7.7 | 8.5 | 10.5 | 10.2 | 10.3 | 10.7 | 10.2 | 10.2 |
| Women's clothing specialty stores | 562,3 | 17.6 | 26.1 | 32.8 | 35.8 | 36.8 | 35.9 | 35.0 | 33.3 |
| Women's clothing stores | 562 | 15.9 | 23.6 | 29.8 | 31.8 | 33.0 | 31.9 | 30.7 | 28.6 |
| Family clothing stores | 565 | 10.8 | 17.8 | 28.4 | 33.2 | 34.9 | 37.1 | 38.4 | 42.4 |
| Shoe stores | 566 | 10.5 | 13.1 | 18.0 | 18.1 | 18.2 | 18.7 | 18.8 | 19.2 |
| Eating and drinking places | 58 | 90.1 | 127.9 | 190.1 | 200.2 | 213.5 | 223.5 | 232.1 | 236.5 |
| Eating places ⁴ | 5812 | 80.4 | 117.6 | 178.7 | 187.8 | 201.3 | 211.8 | 219.7 | 223.7 |
| Restaurants, lunchrooms, cafeterias | 5812 pt | (NA) | 68.2 | 99.9 | 103.6 | 110.4 | 118.1 | 121.9 | 123.2 |
| Refreshment places | 5812 pt | (NA) | 48.1 | 75.7 | 81.5 | 87.9 | 90.5 | 94.1 | 95.2 |
| Drinking places | 5813 | (NA) | 10.3 | 11.5 | 12.4 | 12.2 | 11.7 | 12.3 | 12.9 |
| Drug stores and proprietary stores | 591 | 31.0 | 47.0 | 70.6 | 77.8 | 79.6 | 81.8 | 85.6 | 90.7 |
| Liquor stores | 592 | 16.9 | 19.5 | 21.7 | 21.7 | 21.5 | 22.0 | 22.0 | 22.8 |
| Nonstore retailers | 596 | 22.8 | 28.3 | 45.6 | 55.2 | 58.5 | 64.2 | 65.8 | 66.2 |
| Catalog and mail-order houses | 5961 | (NA) | 15.8 | 26.6 | 35.5 | 39.3 | 43.6 | 46.2 | 48.0 |
| Fuel dealers | 598 | (NA) | 16.8 | 15.6 | 14.2 | 14.0 | 13.7 | 13.6 | 15.3 |

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

Source of tables 1266 and 1267: U.S. Bureau of the Census, *Current Business Reports, Annual Benchmark Report for Retail Trade, January 1987 Through December 1996*, (BR/96-RV) and prior issues.

No. 1268. Retail Trade—Merchandise Inventories and Inventory/Sales Ratios, by Kind of Business: 1990 to 1996

[As of Dec. 31. Includes warehouses. Adjusted for seasonal variations. Sales data also adjusted for holiday and trading-day differences. See headnote, table 1266]

| KIND OF BUSINESS | 1987 SIC code ¹ | INVENTORIES AT COST ² (bil. dol.) | | | | INVENTORY/SALES RATIOS | | | |
|---|-------------------------------|---|--------------|--------------|--------------|---------------------------|-------------|-------------|-------------|
| | | 1990 | 1994 | 1995 | 1996 | 1990 | 1994 | 1995 | 1996 |
| Total | | 239.8 | 290.1 | 303.8 | 314.2 | 1.57 | 1.52 | 1.53 | 1.52 |
| Excluding automotive group | | 176.7 | 211.3 | 218.0 | 226.1 | 1.45 | 1.45 | 1.45 | 1.44 |
| Durable goods stores ³ | | 121.1 | 149.8 | 159.8 | 166.0 | 2.27 | 1.97 | 2.00 | 1.98 |
| Building materials and garden supplies. | 52 | 17.0 | 20.3 | 21.1 | 22.5 | 2.28 | 1.94 | 1.96 | 1.99 |
| Automotive dealers. | 55 exc. 554 | 63.1 | 78.9 | 85.8 | 88.1 | 2.05 | 1.74 | 1.80 | 1.76 |
| Furniture and home furnishings stores. | 57 | 17.4 | 22.2 | 23.1 | 22.4 | 2.36 | 2.12 | 2.11 | 2.01 |
| Nondurable goods stores ³ | | 118.7 | 140.3 | 144.0 | 148.2 | 1.19 | 1.22 | 1.22 | 1.20 |
| General merchandise stores. | 53 | 42.4 | 55.1 | 58.1 | 58.8 | 2.34 | 2.28 | 2.30 | 2.21 |
| Department stores | 531 | 33.4 | 43.6 | 46.3 | 47.7 | 2.40 | 2.33 | 2.35 | 2.26 |
| Food stores. | 54 | 25.0 | 26.7 | 27.4 | 28.7 | 0.81 | 0.79 | 0.79 | 0.80 |
| Apparel and accessory stores. | 56 | 19.7 | 24.1 | 23.9 | 23.9 | 2.50 | 2.60 | 2.57 | 2.54 |

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

Source: U.S. Bureau of the Census, *Current Business Reports, Annual Benchmark Report for Retail Trade, January 1987 Through December 1996* (BR/96-RV).

No. 1269. Franchised New Car Dealerships—Summary: 1980 to 1996

| ITEM | Unit | 1980 | 1985 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 |
|--|-------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Dealerships ¹ | Number | 27,900 | 24,725 | 25,000 | 24,825 | 24,200 | 23,500 | 22,950 | 22,850 | 22,800 | 22,750 |
| Sales | Bil. dol. | 130.5 | 251.6 | 311.6 | 316.0 | 301.3 | 333.8 | 377.2 | 434.1 | 459.0 | 495.0 |
| New cars sold ² | 1,000 | 8,979 | 10,983 | 9,770 | 9,296 | 8,176 | 8,211 | 8,519 | 8,991 | 8,635 | 8,527 |
| Used vehicles sold | 1,000 | 9,717 | 13,300 | 14,610 | 14,180 | 14,270 | 15,140 | 16,300 | 17,760 | 18,480 | 18,562 |
| Employment | 1,000 | 745 | 857 | 956 | 926 | 886 | 876 | 907 | 964 | 996 | 1,040 |
| Annual payroll | Bil. dol. | 11.0 | 20.1 | 24.4 | 24.1 | 23.5 | 25.1 | 26.7 | 29.8 | 31.8 | 34.0 |
| Advertising expenses | Bil. dol. | 1.2 | 2.8 | 3.9 | 3.7 | 3.5 | 3.8 | 4.1 | 4.3 | 4.7 | 5.1 |
| Dealer pretax profits as a percentage of sales | Percent | 0.6 | 2.2 | 1.0 | 1.0 | 1.0 | 1.4 | 1.6 | 1.8 | 1.4 | 1.5 |
| Inventory: ³ | | | | | | | | | | | |
| Domestic: ⁴ | | | | | | | | | | | |
| Total | 1,000 | 1,506 | 1,510 | 1,677 | 1,436 | 1,296 | 1,260 | 1,347 | 1,397 | 1,666 | 1,474 |
| Days' supply. | Days | 71 | 58 | 72 | 66 | 66 | 63 | 62 | 60 | 72 | 64 |
| Imported: ⁴ | | | | | | | | | | | |
| Total | 1,000 | 458 | 271 | 648 | 597 | 584 | 504 | 450 | 381 | 356 | 246 |
| Days' supply. | Days | 55 | 30 | 70 | 74 | 86 | 81 | 78 | 69 | 73 | 60 |

¹ At beginning of year. ² Data provided by Ward's Automotive Reports. ³ Annual average. ⁴ 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. 1270. Motor Vehicle Factory Sales and Retail Sales: 1980 to 1996

[In thousands]

| YEAR | 1980 | 1985 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 |
|---------------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Factory sales, total | 8,067 | 11,359 | 11,225 | 10,869 | 9,769 | 8,783 | 9,747 | 10,857 | 12,189 | 12,023 | 11,916 |
| Passenger cars | 6,400 | 8,002 | 7,105 | 6,807 | 6,050 | 5,407 | 5,685 | 5,962 | 6,549 | 6,310 | 6,140 |
| Trucks and buses | 1,667 | 3,357 | 4,121 | 4,062 | 3,719 | 3,375 | 4,062 | 4,895 | 5,640 | 5,713 | 5,776 |
| Retail sales, total | 11,466 | 15,724 | 15,679 | 14,713 | 14,146 | 12,539 | 13,116 | 14,199 | 15,411 | 15,116 | 15,456 |
| Passenger cars (new), total | 8,979 | 11,042 | 10,530 | 9,772 | 9,300 | 8,175 | 8,213 | 8,518 | 8,991 | 8,635 | 8,527 |
| Domestic | 6,581 | 8,205 | 7,526 | 7,073 | 6,897 | 6,137 | 6,277 | 6,742 | 7,255 | 7,129 | 7,254 |
| Imports | 2,398 | 2,838 | 3,004 | 2,699 | 2,403 | 2,038 | 1,937 | 1,776 | 1,735 | 1,506 | 1,273 |
| Trucks (new), total | 2,487 | 4,682 | 5,149 | 4,941 | 4,846 | 4,365 | 4,903 | 5,681 | 6,421 | 6,481 | 6,930 |
| Domestic | 2,001 | 3,902 | 4,508 | 4,403 | 4,215 | 3,813 | 4,481 | 5,287 | 5,995 | 6,064 | 6,478 |
| Imports | 486 | 780 | 641 | 538 | 631 | 551 | 422 | 394 | 426 | 417 | 452 |

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

No. 1271. Retail Foodstores—Number and Sales, by Type: 1990 to 1995

| TYPE OF FOODSTORE | NUMBER ¹ (1,000) | | | | | SALES ² (bil. dol.) | | | | | PERCENT DISTRIBUTION | | | |
|--|-----------------------------|--------------|--------------|--------------|--------------|--------------------------------|--------------|--------------|--------------|--------------|----------------------|--------------|--------------|--------------|
| | 1990 | 1992 | 1993 | 1994 | 1995 | 1990 | 1992 | 1993 | 1994 | 1995 | Number | | Sales | |
| | | | | | | | | | | | 1990 | 1995 | 1990 | 1995 |
| Total | 254.4 | 250.4 | 249.3 | 248.3 | 247.3 | 368.3 | 377.1 | 385.4 | 399.3 | 410.5 | 100.0 | 100.0 | 100.0 | 100.0 |
| Grocery stores | 172.9 | 168.3 | 166.9 | 165.6 | 164.3 | 348.2 | 358.1 | 365.7 | 378.6 | 389.1 | 67.7 | 66.4 | 94.5 | 94.8 |
| Supermarkets ³ | 25.0 | 25.1 | 25.6 | 24.6 | 23.8 | 260.1 | 275.9 | 281.0 | 289.0 | 293.3 | 9.9 | 9.6 | 70.6 | 71.4 |
| Conventional | 13.7 | 13.0 | 13.3 | 12.0 | 10.9 | 90.7 | 84.7 | 78.6 | 81.5 | 69.0 | 5.7 | 4.4 | 24.6 | 16.8 |
| Superstore ⁴ | 5.8 | 6.0 | 6.3 | 6.5 | 6.8 | 87.6 | 93.3 | 100.6 | 107.6 | 116.7 | 2.2 | 2.7 | 23.8 | 28.4 |
| Warehouse ⁵ | 3.4 | 3.4 | 3.1 | 2.9 | 2.7 | 33.1 | 33.1 | 31.9 | 27.7 | 26.0 | 1.3 | 1.1 | 9.0 | 6.3 |
| Combination food and drug ⁶ | 1.6 | 2.1 | 2.2 | 2.4 | 2.7 | 34.8 | 42.3 | 45.8 | 51.7 | 59.3 | 0.5 | 1.1 | 9.4 | 14.4 |
| Superwarehouse ⁷ | 0.3 | 0.5 | 0.5 | 0.5 | 0.6 | 12.6 | 13.9 | 15.3 | 16.2 | 17.8 | 0.2 | 0.2 | 3.4 | 4.3 |
| Hypermarket | 0.1 | 0.1 | 0.2 | 0.2 | 0.2 | 1.3 | 7.0 | 8.8 | 4.3 | 4.5 | (Z) | 0.1 | 0.4 | 1.1 |
| Convenience stores ⁹ | 59.2 | 60.3 | 60.9 | 61.5 | 62.1 | 37.0 | 39.1 | 39.8 | 40.3 | 40.9 | 19.1 | 25.1 | 10.0 | 10.0 |
| Superette ¹⁰ | 88.7 | 82.9 | 80.4 | 79.6 | 78.4 | 51.1 | 43.1 | 44.9 | 49.2 | 54.9 | 38.6 | 31.7 | 13.9 | 13.4 |
| Specialized food stores ¹¹ | 81.5 | 82.1 | 82.4 | 82.7 | 83.0 | 20.1 | 19.0 | 19.7 | 20.7 | 21.4 | 32.3 | 33.6 | 5.5 | 5.2 |

Z Less than 0.05 percent. ¹ Estimated. ² Includes nonfood items. ³ 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. ⁴ Contains greater variety of products than conventional supermarkets, including specialty and service departments, and considerable nonfood (general merchandise) products. ⁵ Contains limited product variety and fewer services provided, incorporating case lot stocking and shelving practices. ⁶ Contains a pharmacy, a nonprescription drug department, and a greater variety of health and beauty aids than that carried by conventional supermarkets. ⁷ A larger warehouse store that offers expanded product variety and often service meat, deli, or seafood departments. ⁸ 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. ⁹ A small grocery store selling a limited variety of food and nonfood products, typically open extended hours. ¹⁰ 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). ¹¹ 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. 1272. Percent of Supermarkets Offering Selected Services and Product Lines: 1990 to 1996

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

No. 1273. Food and Alcoholic Beverage Sales, by Sales Outlet: 1985 to 1994

[In billions of dollars]

| SALES OUTLET | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 |
|---|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Food sales, total ¹ | 400.2 | 422.5 | 449.3 | 480.6 | 515.0 | 554.8 | 574.4 | 585.3 | 607.5 | 639.7 |
| Off-premise sale | 228.7 | 237.2 | 246.0 | 258.9 | 277.4 | 302.1 | 314.6 | 316.0 | 321.6 | 336.5 |
| Food stores | 204.9 | 210.4 | 217.7 | 227.4 | 242.0 | 262.3 | 271.6 | 270.5 | 273.8 | 286.4 |
| Other stores | 16.4 | 19.3 | 19.7 | 21.8 | 24.7 | 28.2 | 30.8 | 32.4 | 34.2 | 36.4 |
| Home-delivered, mail order | 2.8 | 2.9 | 3.4 | 4.0 | 4.6 | 5.3 | 5.8 | 6.4 | 6.8 | 6.9 |
| Farmers, manufacturers, wholesalers | 4.6 | 4.7 | 5.3 | 5.6 | 6.0 | 6.3 | 6.5 | 6.6 | 6.8 | 6.7 |
| Food service ² | 171.5 | 185.3 | 203.3 | 221.7 | 236.2 | 252.7 | 259.8 | 269.3 | 285.9 | 303.2 |
| Alcoholic beverage sales, total | 64.0 | 67.6 | 69.5 | 71.7 | 74.8 | 80.2 | 81.7 | 81.6 | 82.3 | 85.5 |
| Packaged alcoholic beverages | 38.2 | 40.0 | 40.5 | 41.1 | 43.3 | 46.7 | 47.6 | 46.5 | 46.3 | 47.6 |
| Liquor stores | 17.1 | 17.4 | 17.3 | 17.1 | 17.5 | 18.9 | 19.5 | 18.8 | 18.7 | 18.9 |
| Food stores | 17.0 | 17.6 | 18.2 | 18.7 | 19.8 | 21.2 | 21.2 | 20.8 | 20.7 | 21.7 |
| All other | 4.2 | 5.0 | 5.0 | 5.3 | 6.0 | 6.7 | 6.9 | 6.8 | 6.9 | 7.1 |
| Alcoholic drinks | 25.8 | 27.6 | 29.0 | 30.6 | 31.5 | 33.5 | 34.1 | 35.0 | 36.1 | 37.9 |
| Eating and drinking places ³ | 20.7 | 22.3 | 23.2 | 24.3 | 24.8 | 26.5 | 26.9 | 27.3 | 27.9 | 29.3 |
| Hotels and motels | 3.4 | 3.4 | 3.7 | 4.0 | 4.2 | 4.5 | 4.6 | 4.9 | 5.2 | 5.5 |
| All other | 1.8 | 1.9 | 2.1 | 2.3 | 2.5 | 2.6 | 2.7 | 2.8 | 3.0 | 3.1 |

¹ Includes taxes and tips. Excludes home food production. ² Includes food furnished and donations. ³ Includes tips.

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

No. 1274. Commercial and Institutional Groups—Food and Drink Sales: 1980 to 1996

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

| TYPE OF GROUP | Number, 1993 | SALES (mil. dol.) | | | | | | | | |
|--|-----------------|-------------------|----------------|----------------|----------------|----------------|-------------------|-------------------|-------------------|--|
| | | 1980 | 1985 | 1990 | 1992 | 1993 | 1994 ¹ | 1995 ¹ | 1996 ¹ | |
| Total | 771,857 | 119,004 | 172,787 | 237,700 | 257,561 | 268,828 | 275,647 | 297,012 | 311,772 | |
| Commercial foodservice ^{2 3} | 595,203 | 101,529 | 151,762 | 211,083 | 229,704 | 240,419 | 246,114 | 267,482 | 281,424 | |
| Eating places ² | 367,531 | 72,276 | 111,657 | 154,227 | 168,675 | 177,469 | 182,488 | 198,589 | 209,529 | |
| Full-service restaurants | 173,416 | 39,307 | 57,939 | 76,072 | 83,561 | 87,011 | 85,290 | 95,702 | 100,008 | |
| Limited-service restaurants ⁴ | 169,601 | 28,699 | 47,477 | 69,458 | 76,975 | 82,061 | 87,082 | 93,864 | 100,153 | |
| Bars and taverns ⁵ | 36,435 | 7,785 | 8,338 | 9,212 | 10,203 | 10,162 | 9,106 | 10,864 | 11,201 | |
| Food contractors ² | 19,117 | 6,818 | 9,460 | 14,149 | 15,400 | 15,951 | 16,358 | 17,656 | 18,491 | |
| Manufacturing and industrial plants | (NA) | 2,121 | 2,721 | 3,856 | 4,040 | 4,153 | 4,275 | 4,513 | 4,716 | |
| Colleges and universities | (NA) | 1,140 | 1,738 | 2,788 | 3,238 | 3,455 | 3,505 | 3,893 | 4,157 | |
| Lodging places ² | 27,251 | 6,768 | 10,557 | 14,272 | 15,053 | 15,565 | 16,219 | 17,095 | 17,847 | |
| Hotel restaurants | 17,369 | 4,964 | 8,986 | 12,907 | 13,733 | 14,253 | 14,917 | 15,714 | 16,437 | |
| Motel restaurants | 8,281 | 1,151 | 975 | 820 | 788 | 783 | 775 | 818 | 833 | |
| Retail hosts ^{2 6} | 123,937 | 3,264 | 5,254 | 9,888 | 10,689 | 11,220 | 11,779 | 12,407 | 13,015 | |
| Department store restaurants | 4,721 | 857 | 865 | 950 | 906 | 941 | (NA) | (NA) | (NA) | |
| Grocery store restaurants ⁶ | 54,369 | 830 | 2,074 | 5,733 | 5,808 | 6,017 | (NA) | (NA) | (NA) | |
| Gasoline service stations | 38,695 | 492 | 1,052 | 1,681 | 2,055 | 2,199 | (NA) | (NA) | (NA) | |
| Recreation and sports | 14,627 | 1,452 | 1,972 | 2,916 | 3,085 | 3,185 | 3,291 | 3,453 | 3,617 | |
| Institutional foodservice ² | 176,654 | 17,475 | 21,025 | 26,617 | 27,857 | 28,409 | 29,533 | 29,529 | 30,348 | |
| Employee foodservice | 7,370 | 1,635 | 1,971 | 1,985 | 1,835 | 1,728 | 1,753 | 1,731 | 1,730 | |
| Industrial, commercial organizations | 2,776 | 1,377 | 1,682 | 1,603 | 1,457 | 1,344 | (NA) | (NA) | (NA) | |
| Educational foodservice | 97,106 | 4,610 | 5,978 | 7,671 | 8,548 | 8,697 | 9,077 | 9,139 | 9,391 | |
| Elementary and secondary schools | 94,254 | 2,312 | 2,919 | 3,700 | 4,012 | 4,183 | 4,239 | 4,528 | 4,739 | |
| Hospitals | 6,439 | 6,668 | 7,104 | 8,968 | 8,988 | 9,208 | 9,582 | 9,557 | 9,702 | |
| Miscellaneous ² | 31,568 | 1,521 | 2,077 | 2,845 | 3,053 | 3,231 | 3,376 | 3,645 | 3,883 | |
| Clubs | 10,310 | 1,056 | 1,537 | 1,993 | 2,010 | 2,090 | 2,339 | (NA) | (NA) | |

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

Source: National Restaurant Association, Washington, DC, *Foodservice Numbers: A Statistical Digest for the Foodservice Industry*, 1992; *Foodservice Industry in Review*, annual; and *National Restaurant Association Foodservice Industry Forecast*, December 1995, (copyright).

No. 1275. U.S. Mail Order Sales, by Kind of Business: 1990 to 1994

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

No. 1276. Retail Trade—Summary of Establishments, by State: 1994

[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]

| DIVISION AND STATE | ESTABLISHMENTS (1,000) | | | | PAID EMPLOYEES (1,000) | | | | ANNUAL PAYROLL (mil. dol.) | | | |
|---------------------------|---------------------------|-------------------------------|---|--|---------------------------|-------------------------------|---|--|-------------------------------|-------------------------------|---|--|
| | Total ¹ | Food stores (SIC 54) | Auto- motive dealers and service stations (SIC 55) | Eating and drinking places (SIC 58) | Total ¹ | Food stores (SIC 54) | Auto- motive dealers and service stations (SIC 55) | Eating and drinking places (SIC 58) | Total ¹ | Food stores (SIC 54) | Auto- motive dealers and service stations (SIC 55) | Eating and drinking places (SIC 58) |
| U.S. | 1,564.2 | 182.5 | 198.4 | 449.1 | 20,320 | 3,095 | 2,097 | 6,928 | 282,293 | 39,757 | 48,006 | 60,662 |
| N.E. | 90.1 | 10.9 | 10.3 | 26.1 | 1,101 | 197 | 101 | 343 | 16,649 | 2,502 | 2,439 | 3,396 |
| ME | 9.5 | 1.4 | 1.3 | 2.5 | 100 | 18 | 12 | 29 | 1,404 | 217 | 228 | 273 |
| NH | 8.7 | 1.1 | 1.0 | 2.2 | 106 | 19 | 11 | 30 | 1,537 | 233 | 274 | 283 |
| VT | 5.3 | 0.8 | 0.6 | 1.3 | 50 | 9 | 6 | 17 | 660 | 111 | 116 | 145 |
| MA | 39.0 | 4.5 | 4.2 | 12.0 | 510 | 90 | 41 | 166 | 7,733 | 1,110 | 984 | 1,695 |
| RI | 6.6 | 0.8 | 0.8 | 2.2 | 74 | 13 | 7 | 26 | 1,028 | 157 | 138 | 242 |
| CT | 21.1 | 2.3 | 2.5 | 6.0 | 261 | 47 | 25 | 75 | 4,287 | 675 | 699 | 759 |
| M.A. | 232.3 | 31.6 | 24.0 | 67.7 | 2,632 | 458 | 236 | 791 | 40,139 | 6,155 | 5,749 | 7,933 |
| NY | 110.9 | 16.9 | 9.7 | 32.9 | 1,146 | 203 | 87 | 356 | 18,133 | 2,723 | 2,161 | 3,902 |
| NJ | 49.7 | 6.6 | 5.5 | 13.8 | 567 | 100 | 54 | 153 | 9,675 | 1,574 | 1,509 | 1,679 |
| PA | 71.8 | 8.1 | 8.8 | 21.1 | 919 | 155 | 94 | 281 | 12,330 | 1,858 | 2,078 | 2,353 |
| E.N.C. | 253.2 | 26.9 | 32.8 | 78.5 | 3,580 | 491 | 372 | 1,250 | 47,086 | 5,843 | 8,223 | 10,034 |
| OH | 64.7 | 7.3 | 8.5 | 20.2 | 952 | 136 | 97 | 330 | 12,325 | 1,606 | 2,017 | 2,616 |
| IN | 34.5 | 3.0 | 5.1 | 10.2 | 495 | 68 | 56 | 180 | 6,063 | 771 | 1,108 | 1,391 |
| IL | 66.4 | 6.9 | 7.7 | 21.0 | 927 | 125 | 89 | 317 | 13,093 | 1,591 | 2,135 | 2,754 |
| MI | 55.3 | 7.0 | 7.1 | 16.1 | 773 | 100 | 80 | 269 | 10,345 | 1,195 | 1,997 | 2,146 |
| WI | 32.3 | 2.8 | 4.4 | 11.1 | 433 | 62 | 49 | 153 | 5,259 | 679 | 966 | 1,127 |
| W.N.C. | 120.4 | 11.6 | 18.2 | 34.6 | 1,568 | 220 | 181 | 544 | 19,638 | 2,506 | 3,579 | 4,139 |
| MN | 28.5 | 2.7 | 3.9 | 7.8 | 417 | 53 | 46 | 138 | 5,546 | 620 | 891 | 1,111 |
| IA | 19.9 | 1.9 | 3.1 | 6.0 | 244 | 42 | 30 | 81 | 2,832 | 442 | 552 | 564 |
| MO | 32.9 | 3.3 | 5.2 | 9.3 | 433 | 57 | 50 | 156 | 5,722 | 708 | 1,059 | 1,266 |
| ND | 4.9 | 0.5 | 0.7 | 1.5 | 55 | 8 | 7 | 20 | 604 | 73 | 140 | 132 |
| SD | 5.8 | 0.6 | 0.9 | 1.7 | 64 | 10 | 8 | 22 | 706 | 99 | 154 | 155 |
| NE | 11.6 | 1.2 | 1.8 | 3.5 | 144 | 22 | 16 | 52 | 1,603 | 227 | 296 | 364 |
| KS | 16.8 | 1.5 | 2.6 | 4.9 | 211 | 29 | 24 | 76 | 2,626 | 338 | 487 | 547 |
| S.A. | 289.6 | 33.5 | 38.5 | 75.2 | 3,848 | 609 | 403 | 1,312 | 51,853 | 7,138 | 9,394 | 11,512 |
| DE | 4.9 | 0.5 | 0.5 | 1.3 | 63 | 9 | 7 | 21 | 880 | 140 | 161 | 201 |
| MD | 28.2 | 3.2 | 3.0 | 7.8 | 394 | 58 | 43 | 127 | 5,917 | 966 | 1,053 | 1,182 |
| DC | 3.8 | 0.4 | 0.2 | 1.5 | 49 | 5 | 2 | 26 | 814 | 92 | 31 | 356 |
| VA | 38.5 | 4.9 | 5.1 | 9.9 | 531 | 83 | 59 | 170 | 7,242 | 1,033 | 1,380 | 1,501 |
| WV | 10.8 | 1.5 | 1.8 | 2.8 | 120 | 21 | 15 | 37 | 1,420 | 236 | 277 | 295 |
| NC | 45.6 | 5.3 | 6.9 | 11.2 | 577 | 87 | 61 | 196 | 7,465 | 902 | 1,361 | 1,609 |
| SC | 23.6 | 2.7 | 3.5 | 5.9 | 292 | 49 | 32 | 101 | 3,582 | 485 | 658 | 835 |
| GA | 42.9 | 4.9 | 6.2 | 11.1 | 594 | 94 | 61 | 209 | 7,785 | 990 | 1,392 | 1,765 |
| FL | 91.3 | 9.9 | 11.4 | 23.8 | 1,226 | 203 | 124 | 424 | 16,746 | 2,296 | 3,080 | 3,770 |
| E.S.C. | 95.1 | 12.7 | 15.4 | 21.8 | 1,196 | 195 | 139 | 391 | 14,936 | 2,004 | 2,851 | 3,120 |
| KY | 22.5 | 2.9 | 3.7 | 5.4 | 296 | 47 | 36 | 102 | 3,545 | 481 | 640 | 803 |
| TN | 31.8 | 4.1 | 4.8 | 7.5 | 421 | 64 | 47 | 142 | 5,667 | 692 | 1,083 | 1,211 |
| AL | 25.2 | 3.2 | 4.4 | 5.7 | 309 | 52 | 36 | 97 | 3,725 | 514 | 728 | 742 |
| MS | 15.6 | 2.5 | 2.5 | 3.1 | 170 | 31 | 20 | 51 | 1,999 | 317 | 399 | 363 |
| W.S.C. | 162.3 | 21.2 | 23.2 | 44.0 | 2,157 | 351 | 235 | 736 | 28,343 | 3,820 | 5,207 | 6,257 |
| AR | 15.7 | 1.9 | 2.6 | 3.7 | 179 | 26 | 21 | 55 | 2,329 | 281 | 404 | 399 |
| LA | 23.6 | 3.8 | 3.2 | 6.0 | 317 | 59 | 36 | 106 | 3,726 | 560 | 706 | 869 |
| OK | 20.1 | 2.5 | 3.0 | 5.7 | 236 | 35 | 28 | 86 | 2,833 | 390 | 573 | 660 |
| TX | 103.0 | 13.0 | 14.4 | 28.6 | 1,426 | 232 | 150 | 489 | 19,454 | 2,589 | 3,524 | 4,329 |
| Mountain | 94.4 | 8.3 | 12.0 | 29.0 | 1,266 | 176 | 141 | 474 | 17,172 | 2,665 | 3,214 | 3,913 |
| MT | 7.3 | 0.7 | 0.9 | 2.4 | 71 | 10 | 9 | 27 | 848 | 129 | 166 | 208 |
| ID | 7.6 | 0.7 | 1.2 | 2.2 | 88 | 12 | 12 | 31 | 1,142 | 165 | 248 | 219 |
| WY | 4.0 | 0.3 | 0.7 | 1.2 | 41 | 5 | 6 | 16 | 491 | 72 | 112 | 124 |
| CO | 24.8 | 1.9 | 2.8 | 7.6 | 334 | 49 | 32 | 130 | 4,701 | 791 | 782 | 1,137 |
| NM | 10.0 | 0.9 | 1.4 | 2.9 | 128 | 16 | 15 | 50 | 1,634 | 239 | 312 | 401 |
| AZ | 22.7 | 2.2 | 2.6 | 7.2 | 336 | 47 | 37 | 127 | 4,606 | 714 | 902 | 1,023 |
| UT | 10.0 | 0.9 | 1.5 | 2.9 | 155 | 21 | 17 | 53 | 1,951 | 279 | 351 | 398 |
| NV | 8.1 | 0.8 | 0.9 | 2.6 | 113 | 15 | 13 | 40 | 1,799 | 275 | 341 | 405 |
| Pacific | 226.7 | 25.8 | 24.0 | 72.2 | 2,973 | 397 | 289 | 1,088 | 46,478 | 7,124 | 7,350 | 10,358 |
| WA | 33.1 | 3.7 | 3.7 | 10.6 | 425 | 60 | 43 | 155 | 6,473 | 989 | 1,091 | 1,438 |
| OR | 20.5 | 2.3 | 2.3 | 6.6 | 258 | 34 | 30 | 93 | 3,752 | 488 | 693 | 815 |
| CA | 161.1 | 18.5 | 16.9 | 51.2 | 2,138 | 282 | 204 | 781 | 33,700 | 5,269 | 5,229 | 7,352 |
| AK | 4.0 | 0.4 | 0.4 | 1.2 | 43 | 7 | 4 | 14 | 809 | 141 | 129 | 199 |
| HI | 8.0 | 0.9 | 0.6 | 2.6 | 109 | 14 | 9 | 45 | 1,743 | 237 | 208 | 555 |

¹ Includes other kinds of business not shown separately.

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

No. 1277. Retail Sales, by Type of Store and State: 1994 and 1995

[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]

| REGION, DIVISION, AND STATE | ALL STORES ¹ | | | | FOOD STORES | | | | GENERAL MERCHANDISE STORES | | | | | | | |
|--------------------------------------|-------------------------|----------------|-------------------------------------|-------------------|-------------------|-----------------------------|----------------|-------------------|-------------------------------|-----------------------------------|---------------|---------------|------|------|------|------------------------------------|
| | 1994, total | 1995 | | Total (SIC 54) | Total (SIC 54) | Grocery stores (SIC 541) | | Total (SIC 53) | Total (SIC 53) | Department stores (SIC 531) | | | | | | |
| | | Total | Sales per household ² | | | 1994 | 1995 | | | 1994 | 1995 | 1994 | 1995 | 1994 | 1995 | |
| | | | Amount (dol.) | | | | | | | | | | | | | Per- cent change, 1994-95 |
| U.S. | 2,241,319 | 2,355,242 | 24,120 | 3.9 | 406,018 | 409,318 | 385,202 | 387,499 | 285,351 | 297,878 | 219,239 | 230,899 | | | | |
| Northeast . . . | 429,674 | 439,450 | (NA) | (NA) | 82,731 | 80,966 | 76,536 | 74,653 | 45,382 | 46,169 | 34,995 | 36,035 | | | | |
| N.E. | 121,796 | 122,784 | 24,511 | 0.1 | 25,356 | 25,191 | 23,678 | 23,472 | 13,133 | 13,074 | 9,391 | 9,433 | | | | |
| ME | 11,681 | 11,568 | 24,348 | -1.6 | 2,689 | 2,612 | 2,575 | 2,496 | 1,225 | 1,199 | 747 | 740 | | | | |
| NH | 12,761 | 12,997 | 30,239 | 0.4 | 2,818 | 2,807 | 2,702 | 2,688 | 1,754 | 1,754 | 1,163 | 1,182 | | | | |
| VT | 5,125 | 5,144 | 23,129 | -1.1 | 1,241 | 1,214 | 1,199 | 1,170 | 357 | 358 | 261 | 262 | | | | |
| MA | 52,466 | 53,873 | 23,652 | 1.7 | 10,564 | 10,714 | 9,695 | 9,816 | 5,483 | 5,566 | 3,904 | 3,995 | | | | |
| RI | 7,538 | 7,359 | 19,766 | -2.0 | 1,610 | 1,551 | 1,467 | 1,409 | 813 | 782 | 591 | 573 | | | | |
| CT | 32,224 | 31,844 | 25,847 | -1.5 | 6,433 | 6,293 | 6,040 | 5,893 | 3,501 | 3,414 | 2,726 | 2,681 | | | | |
| M.A. | 307,878 | 316,667 | 22,469 | 2.7 | 57,375 | 55,774 | 52,859 | 51,181 | 32,248 | 33,095 | 25,604 | 26,603 | | | | |
| NY | 134,422 | 137,771 | 20,759 | 2.5 | 25,391 | 24,651 | 22,943 | 22,168 | 13,467 | 13,792 | 10,432 | 10,839 | | | | |
| NJ | 72,315 | 74,425 | 25,979 | 2.4 | 13,654 | 13,283 | 12,713 | 12,315 | 7,412 | 7,567 | 5,807 | 5,986 | | | | |
| PA | 101,141 | 104,471 | 22,749 | 3.1 | 18,329 | 17,841 | 17,203 | 16,698 | 11,370 | 11,736 | 9,365 | 9,777 | | | | |
| Midwest | 549,225 | 579,536 | (NA) | (NA) | 89,528 | 90,127 | 84,812 | 85,369 | 73,708 | 77,660 | 60,748 | 64,352 | | | | |
| E.N.C. | 381,998 | 403,481 | 24,892 | 4.7 | 59,780 | 59,519 | 56,318 | 56,041 | 51,577 | 54,401 | 42,670 | 45,242 | | | | |
| OH | 98,330 | 104,900 | 24,837 | 6.0 | 16,808 | 16,896 | 15,921 | 16,003 | 13,086 | 13,938 | 10,684 | 11,447 | | | | |
| IN | 49,462 | 53,056 | 24,284 | 5.9 | 7,624 | 7,698 | 7,260 | 7,334 | 6,720 | 7,182 | 5,435 | 5,836 | | | | |
| IL | 99,964 | 104,528 | 24,093 | 3.8 | 15,534 | 15,348 | 14,569 | 14,377 | 11,963 | 12,536 | 9,819 | 10,357 | | | | |
| MI | 87,884 | 91,524 | 25,867 | 3.3 | 12,396 | 12,127 | 11,538 | 11,266 | 13,997 | 14,542 | 12,193 | 12,744 | | | | |
| WI | 46,358 | 49,723 | 25,798 | 5.8 | 7,419 | 7,451 | 7,030 | 7,060 | 5,811 | 6,204 | 4,538 | 4,859 | | | | |
| W.N.C. | 167,227 | 176,055 | 25,064 | 4.4 | 29,748 | 30,608 | 28,445 | 29,328 | 22,131 | 23,258 | 18,079 | 19,117 | | | | |
| MN | 42,137 | 44,277 | 25,371 | 4.1 | 6,995 | 7,179 | 6,588 | 6,759 | 5,140 | 5,390 | 4,184 | 4,397 | | | | |
| IA | 25,538 | 26,968 | 24,536 | 4.7 | 5,036 | 5,219 | 4,796 | 4,977 | 3,300 | 3,490 | 2,712 | 2,884 | | | | |
| MO | 48,783 | 52,511 | 25,589 | 6.7 | 8,636 | 9,080 | 8,347 | 8,776 | 6,875 | 7,392 | 5,876 | 6,361 | | | | |
| ND | 6,182 | 6,381 | 25,898 | 2.2 | 1,001 | 1,009 | 967 | 974 | 924 | 946 | 753 | 769 | | | | |
| SD | 6,853 | 7,244 | 26,603 | 4.8 | 1,178 | 1,211 | 1,144 | 1,177 | 849 | 892 | 663 | 698 | | | | |
| NE | 15,227 | 15,731 | 25,073 | 2.4 | 2,760 | 2,773 | 2,627 | 2,641 | 1,899 | 1,945 | 1,485 | 1,542 | | | | |
| KS | 22,506 | 22,943 | 23,371 | 1.6 | 4,141 | 4,137 | 4,024 | 4,024 | 3,144 | 3,203 | 2,406 | 2,460 | | | | |
| South | 780,018 | 832,767 | (NA) | (NA) | 141,266 | 145,080 | 135,791 | 138,977 | 104,057 | 109,602 | 80,429 | 85,388 | | | | |
| S.A. | 418,512 | 445,368 | 24,755 | 4.9 | 75,662 | 78,262 | 72,458 | 74,763 | 51,349 | 54,174 | 39,081 | 41,527 | | | | |
| DE | 6,578 | 7,545 | 28,050 | 12.7 | 1,109 | 1,235 | 1,036 | 1,154 | 1,000 | 1,140 | 873 | 892 | | | | |
| DC | 44,184 | 45,644 | 24,552 | 2.1 | 8,518 | 8,558 | 8,063 | 8,089 | 5,249 | 5,375 | 3,952 | 4,081 | | | | |
| MD | 3,762 | 3,760 | 16,406 | 1.3 | 641 | 631 | 565 | 556 | 224 | 224 | 193 | 195 | | | | |
| VA | 62,293 | 66,648 | 26,932 | 5.7 | 12,105 | 12,560 | 11,642 | 12,061 | 7,616 | 8,098 | 5,543 | 5,842 | | | | |
| WV | 13,056 | 13,616 | 19,193 | 3.5 | 2,809 | 2,826 | 2,754 | 2,760 | 1,903 | 1,975 | 1,488 | 1,561 | | | | |
| NC | 60,196 | 65,781 | 23,698 | 7.1 | 11,199 | 11,888 | 10,773 | 11,389 | 7,182 | 7,804 | 5,703 | 6,264 | | | | |
| SC | 29,754 | 31,320 | 23,205 | 4.4 | 5,871 | 5,981 | 5,732 | 5,818 | 3,613 | 3,762 | 2,917 | 3,068 | | | | |
| GA | 60,877 | 65,389 | 24,643 | 5.4 | 10,710 | 11,162 | 10,277 | 10,676 | 8,125 | 8,641 | 6,466 | 6,926 | | | | |
| FL | 137,812 | 145,665 | 25,688 | 4.0 | 22,700 | 23,421 | 21,617 | 22,259 | 16,437 | 17,155 | 12,047 | 12,697 | | | | |
| E.S.C. | 128,070 | 137,207 | 22,685 | 5.7 | 23,392 | 23,309 | 22,657 | 22,432 | 18,917 | 20,170 | 15,000 | 16,125 | | | | |
| KY | 30,968 | 33,020 | 22,663 | 5.4 | 5,800 | 5,760 | 5,651 | 5,581 | 4,531 | 4,847 | 3,771 | 4,053 | | | | |
| TN | 45,897 | 49,132 | 24,299 | 5.3 | 7,705 | 7,695 | 7,520 | 7,472 | 5,655 | 6,977 | 5,156 | 5,529 | | | | |
| AL | 33,586 | 35,946 | 22,430 | 6.0 | 6,200 | 6,138 | 5,976 | 5,877 | 4,881 | 5,180 | 3,838 | 4,122 | | | | |
| MS | 17,619 | 19,109 | 19,763 | 7.0 | 3,687 | 3,716 | 3,510 | 3,503 | 2,939 | 3,166 | 2,234 | 2,421 | | | | |
| W.S.C. | 233,436 | 250,191 | 23,902 | 5.7 | 42,211 | 43,510 | 40,676 | 41,783 | 32,928 | 35,258 | 26,348 | 27,736 | | | | |
| AR | 19,091 | 20,999 | 22,099 | 8.5 | 3,275 | 3,432 | 3,199 | 3,336 | 3,127 | 3,370 | 2,511 | 2,716 | | | | |
| LA | 35,422 | 37,668 | 24,271 | 5.3 | 7,117 | 7,268 | 6,852 | 6,963 | 5,382 | 5,584 | 4,168 | 4,383 | | | | |
| OK | 25,620 | 25,998 | 20,727 | 1.1 | 4,457 | 4,318 | 4,279 | 4,130 | 3,780 | 3,740 | 3,018 | 3,007 | | | | |
| TX | 153,303 | 165,226 | 24,665 | 6.2 | 27,363 | 28,491 | 26,346 | 27,354 | 21,503 | 22,564 | 16,652 | 17,630 | | | | |
| West | 482,403 | 503,488 | (NA) | (NA) | 92,493 | 93,145 | 88,062 | 88,499 | 62,204 | 64,447 | 43,066 | 45,124 | | | | |
| Mountain | 137,910 | 145,871 | 24,833 | 3.0 | 27,964 | 28,270 | 27,150 | 27,449 | 17,169 | 18,132 | 12,998 | 13,874 | | | | |
| MT | 7,592 | 7,831 | 23,181 | 1.5 | 1,535 | 1,507 | 1,489 | 1,461 | 866 | 887 | 613 | 636 | | | | |
| ID | 10,489 | 10,766 | 25,309 | - | 2,211 | 2,160 | 2,161 | 2,110 | 1,178 | 1,214 | 869 | 900 | | | | |
| WY | 4,385 | 4,501 | 24,785 | 1.6 | 830 | 813 | 816 | 799 | 556 | 569 | 400 | 412 | | | | |
| CO | 35,670 | 36,808 | 24,823 | 1.1 | 6,894 | 6,783 | 6,682 | 6,579 | 4,394 | 4,521 | 3,358 | 3,481 | | | | |
| NM | 14,092 | 14,634 | 24,021 | 2.2 | 2,741 | 2,706 | 2,653 | 2,619 | 1,804 | 1,864 | 1,432 | 1,497 | | | | |
| AZ | 36,517 | 39,322 | 24,544 | 4.4 | 7,604 | 7,862 | 7,375 | 7,625 | 4,665 | 5,023 | 3,456 | 3,779 | | | | |
| UT | 14,268 | 15,331 | 24,920 | 4.6 | 3,110 | 3,196 | 3,030 | 3,115 | 1,834 | 1,969 | 1,379 | 1,494 | | | | |
| NV | 14,898 | 16,678 | 26,900 | 5.8 | 3,039 | 3,243 | 2,942 | 3,141 | 1,872 | 2,085 | 1,493 | 1,675 | | | | |
| Pacific | 344,492 | 357,617 | 23,953 | 2.6 | 64,529 | 64,875 | 60,913 | 61,050 | 45,036 | 46,316 | 30,068 | 31,250 | | | | |
| WA | 48,468 | 49,551 | 23,562 | 0.2 | 9,065 | 9,004 | 8,733 | 8,664 | 6,345 | 6,457 | 4,525 | 4,633 | | | | |
| OR | 29,609 | 31,193 | 25,416 | 3.6 | 4,978 | 5,049 | 4,795 | 4,854 | 4,738 | 4,952 | 3,289 | 3,445 | | | | |
| CA | 247,689 | 257,662 | 23,427 | 3.0 | 46,882 | 47,256 | 43,976 | 44,162 | 30,960 | 31,892 | 20,786 | 21,645 | | | | |
| AK | 6,041 | 6,405 | 30,199 | 5.2 | 1,333 | 1,357 | 1,295 | 1,320 | 850 | 900 | 606 | 638 | | | | |
| HI | 12,685 | 12,806 | 32,911 | 0.2 | 2,272 | 2,209 | 2,114 | 2,052 | 2,142 | 2,115 | 862 | 888 | | | | |

See footnotes at end of table.

No. 1277. Retail Sales, by Type of Store and State: 1994 and 1995—Continued

[See headnote, page 774]

| REGION, DIVISION, AND 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) | |
|-----------------------------------|---|----------------|--|----------------|--|----------------|---|----------------|--|----------------|---|----------------|
| | 1994 | 1995 | 1994 | 1995 | 1994 | 1995 | 1994 | 1995 | 1994 | 1995 | 1994 | 1995 |
| U.S. | 521,583 | 569,571 | 229,542 | 241,780 | 142,342 | 153,262 | 116,109 | 119,570 | 107,916 | 110,165 | 125,302 | 128,362 |
| Northeast | 88,514 | 94,111 | 42,320 | 41,709 | 23,130 | 25,221 | 20,597 | 21,595 | 27,184 | 27,278 | 21,725 | 22,095 |
| N.E. | 21,381 | 22,883 | 13,244 | 11,537 | 7,033 | 8,027 | 6,395 | 6,567 | 6,934 | 6,951 | 5,369 | 5,364 |
| ME | 1,982 | 2,092 | 1,069 | 899 | 673 | 750 | 759 | 768 | 586 | 578 | 368 | 364 |
| NH | 2,349 | 2,526 | 1,105 | 960 | 616 | 704 | 794 | 821 | 621 | 623 | 585 | 592 |
| VT | 950 | 1,013 | 514 | 443 | 329 | 374 | 390 | 401 | 219 | 219 | 170 | 170 |
| MA | 9,160 | 9,988 | 6,476 | 5,779 | 2,933 | 3,422 | 2,425 | 2,531 | 3,333 | 3,410 | 2,419 | 2,464 |
| RI | 1,193 | 1,249 | 945 | 794 | 511 | 567 | 325 | 327 | 363 | 353 | 309 | 297 |
| CT | 5,747 | 6,015 | 3,135 | 2,663 | 1,972 | 2,210 | 1,702 | 1,720 | 1,811 | 1,769 | 1,518 | 1,477 |
| M.A. | 67,134 | 71,228 | 29,076 | 30,172 | 16,097 | 17,194 | 14,203 | 15,028 | 20,250 | 20,327 | 16,356 | 16,371 |
| NY | 25,411 | 26,921 | 13,856 | 14,415 | 6,515 | 6,941 | 6,274 | 6,631 | 10,166 | 10,205 | 7,585 | 7,764 |
| NJ | 17,432 | 18,433 | 8,166 | 6,378 | 3,903 | 4,175 | 3,090 | 3,269 | 5,137 | 5,143 | 4,325 | 4,415 |
| PA | 24,290 | 25,873 | 9,080 | 9,379 | 5,679 | 6,078 | 4,839 | 5,128 | 4,947 | 4,979 | 4,445 | 4,552 |
| Midwest | 136,512 | 148,032 | 57,306 | 61,226 | 36,298 | 40,108 | 30,066 | 28,034 | 21,920 | 22,384 | 29,979 | 31,732 |
| E.N.C. | 94,116 | 102,603 | 41,077 | 43,602 | 23,576 | 26,165 | 20,385 | 19,226 | 15,869 | 16,412 | 22,506 | 23,500 |
| OH | 23,645 | 26,058 | 11,039 | 11,827 | 6,235 | 6,987 | 5,006 | 4,778 | 3,641 | 3,804 | 5,440 | 5,733 |
| IN | 11,962 | 13,224 | 5,294 | 5,706 | 3,453 | 3,874 | 2,790 | 2,671 | 1,670 | 1,761 | 2,609 | 2,765 |
| IL | 24,157 | 26,068 | 11,111 | 11,703 | 5,517 | 6,052 | 4,690 | 4,381 | 5,139 | 5,280 | 6,616 | 6,862 |
| MI | 23,010 | 24,771 | 8,852 | 9,284 | 5,282 | 5,784 | 4,858 | 4,498 | 3,874 | 3,947 | 5,157 | 5,314 |
| WI | 11,343 | 12,481 | 4,781 | 5,082 | 3,089 | 3,467 | 3,042 | 2,898 | 1,545 | 1,619 | 2,685 | 2,826 |
| W.N.C. | 42,396 | 45,429 | 16,229 | 17,624 | 12,722 | 13,943 | 9,680 | 8,808 | 6,050 | 5,972 | 7,473 | 8,232 |
| MN | 10,121 | 10,847 | 3,941 | 4,270 | 2,073 | 3,382 | 2,801 | 2,537 | 1,631 | 1,613 | 1,975 | 2,183 |
| IA | 6,525 | 7,030 | 2,347 | 2,539 | 1,053 | 2,251 | 1,627 | 1,484 | 838 | 834 | 1,067 | 1,166 |
| MO | 12,697 | 13,840 | 5,030 | 5,606 | 3,819 | 4,255 | 2,577 | 2,401 | 1,779 | 1,788 | 2,062 | 2,324 |
| ND | 1,695 | 1,780 | 559 | 593 | 499 | 548 | 395 | 351 | 200 | 193 | 219 | 237 |
| SD | 1,831 | 1,969 | 647 | 697 | 595 | 654 | 401 | 368 | 238 | 235 | 276 | 306 |
| NE | 3,633 | 3,844 | 1,533 | 1,627 | 1,123 | 1,205 | 750 | 668 | 575 | 556 | 823 | 889 |
| KS | 5,895 | 6,119 | 2,172 | 2,293 | 1,560 | 1,648 | 1,129 | 1,000 | 788 | 754 | 1,051 | 1,127 |
| South | 192,032 | 217,547 | 78,886 | 81,978 | 52,644 | 55,216 | 40,172 | 42,144 | 36,079 | 37,655 | 41,954 | 43,343 |
| S.A. | 100,456 | 113,197 | 43,329 | 44,566 | 25,257 | 26,870 | 22,399 | 23,277 | 20,515 | 21,582 | 25,994 | 26,531 |
| DE | 1,363 | 1,650 | 641 | 714 | 362 | 425 | 379 | 441 | 278 | 318 | 454 | 489 |
| MD | 9,698 | 10,644 | 4,623 | 4,640 | 2,596 | 2,702 | 2,087 | 2,098 | 2,408 | 2,464 | 2,870 | 2,843 |
| DC | 146 | 162 | 1,080 | 1,065 | 185 | 189 | 52 | 51 | 348 | 349 | 294 | 283 |
| VA | 13,584 | 15,386 | 6,017 | 6,294 | 3,926 | 4,196 | 3,160 | 3,302 | 3,209 | 3,414 | 4,277 | 4,393 |
| NC | 2,997 | 3,307 | 1,116 | 1,136 | 976 | 1,002 | 865 | 882 | 432 | 451 | 571 | 573 |
| WV | 14,030 | 16,423 | 6,448 | 6,462 | 3,792 | 4,131 | 4,169 | 4,463 | 2,647 | 2,887 | 3,636 | 3,807 |
| SC | 6,795 | 7,550 | 3,158 | 3,233 | 2,118 | 2,223 | 1,982 | 2,032 | 1,486 | 1,549 | 1,647 | 1,660 |
| GA | 14,460 | 16,396 | 6,433 | 6,760 | 4,065 | 4,350 | 3,350 | 3,502 | 2,873 | 3,067 | 3,600 | 3,735 |
| FL | 37,383 | 41,680 | 13,812 | 14,261 | 7,237 | 7,652 | 6,355 | 6,506 | 6,834 | 7,083 | 8,645 | 8,747 |
| E.S.C. | 30,267 | 35,075 | 12,341 | 12,893 | 10,649 | 10,902 | 7,560 | 7,969 | 4,944 | 5,278 | 5,624 | 5,869 |
| KY | 6,538 | 7,584 | 3,152 | 3,314 | 2,885 | 2,958 | 1,948 | 2,059 | 1,039 | 1,095 | 1,304 | 1,362 |
| TN | 11,587 | 13,377 | 4,689 | 4,861 | 3,681 | 3,768 | 2,623 | 2,768 | 2,181 | 2,198 | 2,135 | 2,222 |
| AL | 8,102 | 9,377 | 3,033 | 3,168 | 2,757 | 2,791 | 1,992 | 2,081 | 1,469 | 1,572 | 1,502 | 1,568 |
| MS | 4,041 | 4,737 | 1,467 | 1,549 | 1,326 | 1,386 | 997 | 1,061 | 615 | 663 | 682 | 717 |
| W.S.C. | 61,308 | 69,275 | 23,215 | 24,518 | 16,739 | 17,443 | 10,213 | 10,898 | 10,620 | 10,795 | 10,336 | 10,943 |
| AR | 5,193 | 5,990 | 1,537 | 1,672 | 1,671 | 1,754 | 1,118 | 1,247 | 640 | 674 | 675 | 731 |
| LA | 8,462 | 9,523 | 3,501 | 3,661 | 2,655 | 2,743 | 1,715 | 1,818 | 1,503 | 1,517 | 1,444 | 1,514 |
| OK | 7,237 | 7,999 | 2,577 | 2,564 | 1,950 | 1,894 | 1,078 | 1,084 | 1,020 | 983 | 1,022 | 1,038 |
| TX | 40,416 | 46,063 | 15,600 | 16,621 | 10,463 | 11,053 | 6,303 | 6,749 | 7,458 | 7,620 | 7,195 | 7,660 |
| West | 104,525 | 109,881 | 51,030 | 56,867 | 30,270 | 32,716 | 25,274 | 27,797 | 22,734 | 22,847 | 31,644 | 31,192 |
| Mountain | 29,780 | 31,473 | 17,376 | 19,604 | 8,511 | 9,349 | 7,265 | 7,979 | 5,073 | 5,306 | 8,405 | 8,593 |
| MT | 1,680 | 1,731 | 1,027 | 1,123 | 501 | 546 | 525 | 564 | 236 | 241 | 427 | 424 |
| ID | 2,644 | 2,692 | 1,129 | 1,227 | 697 | 756 | 749 | 799 | 336 | 346 | 624 | 608 |
| WY | 925 | 944 | 559 | 615 | 495 | 523 | 189 | 205 | 141 | 141 | 176 | 171 |
| CO | 7,568 | 7,805 | 4,672 | 5,145 | 1,936 | 2,085 | 1,854 | 1,978 | 1,296 | 1,310 | 2,434 | 2,417 |
| NM | 2,915 | 3,012 | 1,871 | 2,053 | 1,057 | 1,102 | 725 | 786 | 514 | 526 | 773 | 784 |
| AZ | 7,934 | 8,572 | 4,629 | 5,342 | 2,140 | 2,408 | 1,662 | 1,870 | 1,371 | 1,455 | 2,095 | 2,190 |
| UT | 3,173 | 3,428 | 1,590 | 1,838 | 906 | 1,016 | 776 | 866 | 575 | 614 | 1,001 | 1,038 |
| NV | 2,941 | 3,288 | 1,899 | 2,262 | 780 | 912 | 785 | 911 | 604 | 673 | 876 | 962 |
| Pacific | 74,745 | 78,408 | 33,654 | 37,263 | 21,758 | 23,367 | 18,009 | 19,818 | 17,661 | 17,541 | 23,239 | 22,598 |
| WA | 10,822 | 11,117 | 4,461 | 4,873 | 3,091 | 3,279 | 3,089 | 3,360 | 2,169 | 2,125 | 3,008 | 2,880 |
| OR | 7,232 | 7,655 | 2,589 | 2,899 | 1,842 | 1,994 | 1,822 | 2,041 | 1,233 | 1,238 | 1,699 | 1,668 |
| CA | 53,675 | 56,523 | 24,113 | 26,812 | 15,841 | 17,058 | 12,346 | 13,575 | 12,957 | 12,919 | 17,638 | 17,200 |
| AK | 1,082 | 1,162 | 674 | 728 | 355 | 384 | 366 | 413 | 278 | 281 | 252 | 249 |
| HI | 1,934 | 1,951 | 1,817 | 1,951 | 629 | 652 | 387 | 429 | 1,023 | 979 | 642 | 601 |

- Represents or rounds to zero. NA Not available. ¹ Includes other types of stores, not shown separately. ² 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. 1278. Shopping Centers—Number, Gross Leasable Area, and Retail Sales, by Gross Leasable Area: 1990 to 1996

[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 |
| NUMBER | | | | | | | |
| 1990 | 36,515 | 23,231 | 8,756 | 2,781 | 1,102 | 288 | 357 |
| 1994 | 40,368 | 25,450 | 9,784 | 3,251 | 1,210 | 297 | 376 |
| 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 |
| Percent distribution | 100.0 | 62.9 | 24.2 | 8.3 | 3.0 | 0.7 | 0.9 |
| Percent change, 1995-96 | 2.2 | 1.9 | 2.1 | 3.9 | 3.4 | 2.7 | 1.3 |
| GROSS LEASABLE AREA | | | | | | | |
| 1990 (mil. sq. ft.) | 4,390 | 1,125 | 1,197 | 734 | 618 | 259 | 457 |
| 1994 (mil. sq. ft.) | 4,861 | 1,239 | 1,339 | 859 | 675 | 267 | 482 |
| 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 |
| Percent distribution | 100.0 | 25.3 | 27.4 | 18.1 | 13.9 | 5.5 | 9.7 |
| Percent change, 1995-96 | 2.7 | 2.1 | 2.3 | 4.5 | 3.2 | 2.7 | 1.4 |
| RETAIL SALES | | | | | | | |
| 1990 (bil. dol.) | 706.4 | 205.1 | 179.5 | 108.0 | 91.7 | 45.1 | 77.0 |
| 1994 (bil. dol.) | 851.3 | 247.3 | 216.3 | 129.9 | 110.3 | 54.3 | 93.1 |
| 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 |
| Percent distribution | 100.0 | 29.0 | 25.4 | 15.3 | 13.0 | 6.4 | 10.9 |
| Percent change, 1995-96 | 4.5 | 4.5 | 4.5 | 4.5 | 4.4 | 5.2 | 4.5 |

No. 1279. Shopping Centers—Number, Gross Leasable Area, and Retail Sales, by State: 1996

[See headnote, table 1278]

| DIVISION AND STATE | Number | Gross leasable area (mil. sq. ft.) | Retail sales (bil. dol.) | PERCENT CHANGE, 1995-96 | | | DIVISION AND STATE | Number | Gross leasable area (mil. sq. ft.) | Retail sales (bil. dol.) | PERCENT CHANGE, 1995-96 | | |
|--------------------|---------------|------------------------------------|--------------------------|-------------------------|---------------------|--------------------------|--------------------|--------------|------------------------------------|--------------------------|-------------------------|---------------------|--------------------------|
| | | | | Number | Gross leasable area | Retail sales per sq. ft. | | | | | Number | Gross leasable area | Retail sales per sq. ft. |
| U.S. | 42,130 | 5,101 | 933.9 | 2.2 | 2.7 | 1.8 | VA | 1,214 | 158 | 28.4 | 2.6 | 3.6 | 1.1 |
| N.E. | 2,443 | 264 | 49.7 | 1.7 | 2.4 | 2.8 | WV | 159 | 22 | 3.5 | 2.6 | 2.6 | 0.8 |
| ME | 200 | 17 | 3.6 | - | - | 5.7 | NC | 1,524 | 161 | 26.3 | 3.3 | 3.4 | 0.8 |
| NH | 214 | 22 | 3.7 | 1.4 | 1.0 | 5.5 | GA | 779 | 75 | 14.3 | 0.8 | 0.8 | 1.6 |
| VT | 111 | 8 | 1.6 | 3.7 | 9.9 | -4.1 | FL | 1,497 | 161 | 28.7 | 2.5 | 2.6 | 1.6 |
| MA | 964 | 109 | 20.9 | 1.3 | 2.5 | 2.4 | E.S.C. | 3,180 | 403 | 83.3 | 1.3 | 1.5 | 3.5 |
| RI | 197 | 18 | 3.4 | 1.5 | 0.8 | 3.7 | KY | 608 | 65 | 12.7 | 0.8 | 0.5 | 3.5 |
| CT | 757 | 90 | 16.4 | 2.6 | 2.9 | 2.5 | TN | 1,174 | 128 | 20.8 | 1.5 | 1.6 | 2.7 |
| M.A. | 4,380 | 609 | 102.0 | 2.6 | 2.6 | 1.9 | AL | 618 | 71 | 14.2 | 1.8 | 2.0 | 1.8 |
| NY | 1,660 | 229 | 40.4 | 1.6 | 1.7 | 2.6 | MS | 426 | 40 | 7.7 | 0.7 | 0.5 | 2.7 |
| NJ | 1,143 | 155 | 25.2 | 5.4 | 4.9 | 0.2 | W.S.C. | 4,513 | 520 | 115.5 | 1.5 | 2.4 | 1.7 |
| PA | 1,577 | 225 | 36.3 | 1.8 | 2.1 | 2.4 | AR | 354 | 34 | 6.9 | 2.3 | 4.1 | -0.6 |
| E.N.C. | 6,136 | 802 | 131.1 | 1.8 | 2.5 | 1.9 | LA | 690 | 81 | 17.0 | 1.0 | 1.2 | 3.0 |
| OH | 1,647 | 236 | 37.9 | 2.5 | 3.4 | 0.7 | OK | 563 | 59 | 12.2 | 0.5 | 1.3 | 2.0 |
| IN | 879 | 116 | 19.6 | 2.0 | 2.1 | 2.0 | TX | 2,906 | 345 | 79.4 | 1.6 | 2.6 | 1.6 |
| IL | 2,018 | 246 | 37.6 | 1.5 | 2.2 | 2.5 | Mountain | 2,825 | 340 | 66.5 | 2.8 | 4.0 | 0.5 |
| MI | 982 | 130 | 22.9 | 1.0 | 2.0 | 2.3 | MT | 91 | 9 | 1.8 | - | - | 4.4 |
| WI | 610 | 74 | 13.2 | 2.2 | 1.7 | 2.9 | ID | 150 | 18 | 3.0 | 3.4 | 7.0 | -3.1 |
| W.N.C. | 2,481 | 314 | 59.0 | 1.8 | 2.2 | 2.0 | WY | 53 | 6 | 1.2 | - | - | 3.9 |
| MN | 457 | 64 | 12.6 | 2.5 | 2.8 | 1.6 | CO | 700 | 92 | 20.5 | 2.2 | 4.1 | 0.9 |
| IA | 295 | 38 | 6.8 | 3.1 | 2.4 | 1.7 | NM | 299 | 29 | 5.8 | 2.7 | 6.0 | -1.9 |
| MO | 861 | 108 | 20.6 | 1.2 | 2.1 | 2.1 | AZ | 991 | 116 | 22.1 | 2.8 | 2.1 | 2.5 |
| ND | 87 | 9 | 1.9 | - | - | 4.4 | UT | 225 | 31 | 6.0 | 3.7 | 3.2 | 0.5 |
| SD | 54 | 7 | 1.2 | 5.9 | 0.2 | 3.9 | NV | 316 | 39 | 6.0 | 4.3 | 9.7 | -4.4 |
| NE | 253 | 33 | 5.2 | 1.2 | 0.3 | 3.9 | Pacific | 7,101 | 820 | 142.3 | 3.3 | 4.0 | 0.5 |
| KS | 474 | 54 | 10.6 | 1.5 | 3.4 | 0.8 | WA | 722 | 94 | 15.9 | 4.2 | 3.8 | 0.8 |
| S.A. | 9,425 | 1,127 | 212.5 | 2.0 | 2.3 | 2.3 | OR | 473 | 54 | 8.4 | 3.5 | 4.4 | 0.4 |
| DE | 133 | 20 | 3.8 | 3.1 | 6.0 | -0.6 | CA | 5,665 | 647 | 112.6 | 3.2 | 4.0 | 0.4 |
| MD | 860 | 118 | 22.5 | 1.2 | 1.6 | 2.8 | AK | 66 | 8 | 1.8 | 4.8 | 0.3 | 5.3 |
| DC | 79 | 9 | 1.6 | 3.9 | 0.5 | 3.9 | HI | 175 | 18 | 3.6 | 1.7 | 2.5 | 4.0 |

- Represents zero.

Source of tables 1278 and 1279: National Research Bureau, Chicago, IL. Data for 1990 published by Monitor Publishing, Clearwater, FL, in *Monitor Magazine*, November/December 1991, (copyright). Data for 1994-96 published by International Council of Shopping Centers in *Shopping Centers Today*, April issues, (copyright—Interactive Market Systems, Inc.).

No. 1280. Wholesale Trade—Summary: 1972 to 1992

[Comparability of data over time is affected by changes in the Standard Industrial Classification (SIC) code; for details, see source]

| ITEM | Unit | 1972 ¹ | 1977 ¹ | 1982 ¹ | 1987 ¹ | 1987 ² | 1992 ² |
|------------------------------------|---------------|-------------------|-------------------|-------------------|-------------------|--------------------|--------------------|
| Firms, total ³ | 1,000. . . | 276 | 289 | 335 | (NA) | 364 | 387 |
| Establishments, total ³ | 1,000. . . | 370 | 383 | 435 | 467 | 470 | 495 |
| With sales of \$1,000,000 or more | 1,000. . . | 103 | 152 | (NA) | (NA) | 222 | 250 |
| Sales, all establishments | Bil. dol. . . | 695 | 1,258 | 1,998 | 2,524 | ⁴ 2,508 | ⁴ 3,239 |
| Merchant wholesalers | Bil. dol. . . | 354 | 676 | 1,159 | 1,477 | ⁴ 1,462 | ⁴ 1,847 |
| Inventories, end of year | Bil. dol. . . | 45.7 | 82.3 | 130.7 | (NA) | 165.1 | 213.4 |
| Payroll, entire year | Bil. dol. . . | 36.9 | 58.3 | 95.2 | 133.2 | 133.4 | 173.3 |
| Paid employees, Mar. 12 workweek | 1,000. . . | 4,026 | 4,397 | 4,985 | 5,594 | 5,596 | ⁴ 5,791 |

NA Not available. ¹ Based on 1972 SIC code. ² Based on 1987 SIC code. ³ 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. ⁴ Revised since publication of report.

Source: U.S. Bureau of the Census, *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. 1281. Wholesale Trade, by Type of Operation and Kind of Business: 1987 and 1992

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

| TYPE OF OPERATION AND KIND OF BUSINESS | ESTABLISH- MENTS ¹ (1,000) | | SALES (mil. dol.) | | ANNUAL PAYROLL (mil. dol.) | | PAID EMPLOYEES ² (1,000) | |
|---|---|--------------|----------------------|------------------|----------------------------------|----------------|---|--------------|
| | 1987 | 1992 | 1987 | 1992 | 1987 | 1992 | 1987 | 1992 |
| Wholesale trade | 469.5 | 495.5 | 2,508,258 | 3,238,520 | 133,357 | 173,272 | 5,596 | 5,791 |
| Merchant wholesalers | 391.0 | 414.8 | 1,461,700 | 1,847,274 | 100,413 | 127,987 | 4,476 | 4,588 |
| Other operating types | 78.6 | 80.6 | 1,046,558 | 1,391,247 | 32,944 | 45,285 | 1,120 | 1,203 |
| 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 |

¹ Number of establishments in business at any time during the year. ² 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. 1282. Merchant Wholesalers—Summary: 1990 to 1996

[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 ¹ | 1990 | 1992 | 1993 | 1994 | 1995 | 1996 |
|--|----------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|
| SALES (bil. dol.) | | | | | | | |
| Merchant wholesalers | | 1,793.8 | 1,843.7 | 1,940.6 | 2,075.7 | 2,265.7 | 2,420.7 |
| Durable goods | 50 | 881.2 | 906.0 | 987.1 | 1,082.3 | 1,179.2 | 1,245.8 |
| Motor vehicles, parts, and supplies | 501 | 173.9 | 170.3 | 179.5 | 197.2 | 202.6 | 211.1 |
| Furniture and homefurnishings | 502 | 33.9 | 33.1 | 34.9 | 36.7 | 40.9 | 43.6 |
| Lumber and construction materials | 503 | 63.6 | 63.7 | 71.7 | 78.1 | 77.1 | 85.8 |
| Professional and commercial equipment | 504 | 114.3 | 139.2 | 159.1 | 165.7 | 194.6 | 231.4 |
| Metals and minerals, except petroleum | 505 | 77.8 | 76.6 | 80.3 | 92.4 | 100.5 | 98.4 |
| Electrical goods | 506 | 116.5 | 115.0 | 131.7 | 150.2 | 169.8 | 173.8 |
| Hardware, plumbing and heating equipment | 507 | 52.7 | 52.9 | 55.4 | 63.7 | 67.6 | 70.5 |
| Machinery, equipment and supplies | 508 | 157.0 | 148.8 | 160.7 | 169.8 | 182.7 | 187.3 |
| Miscellaneous durable goods | 509 | 91.4 | 106.3 | 113.7 | 128.3 | 143.3 | 143.9 |
| Nondurable goods | 51 | 912.6 | 937.7 | 953.5 | 993.4 | 1,086.5 | 1,174.9 |
| Paper and paper products | 511 | 51.6 | 54.6 | 59.2 | 67.6 | 82.0 | 82.7 |
| Drugs, proprietaries, and sundries | 512 | 51.5 | 66.8 | 72.2 | 83.2 | 95.0 | 102.9 |
| Apparel, piece goods, and notions | 513 | 64.9 | 67.7 | 70.2 | 72.5 | 70.6 | 75.5 |
| Groceries and related products | 514 | 272.5 | 278.3 | 285.7 | 288.6 | 304.7 | 315.4 |
| Farm-product raw materials | 515 | 107.6 | 105.9 | 96.0 | 95.4 | 113.7 | 130.2 |
| Chemicals and allied products | 516 | 35.7 | 39.0 | 39.2 | 41.8 | 47.8 | 53.5 |
| Petroleum and petroleum products | 517 | 148.5 | 142.1 | 139.5 | 143.0 | 150.6 | 177.8 |
| Beer, wine, and distilled beverages | 518 | 49.3 | 50.2 | 51.1 | 53.0 | 54.1 | 56.4 |
| Miscellaneous nondurable goods | 519 | 131.0 | 133.1 | 140.4 | 148.2 | 168.2 | 180.7 |
| INVENTORIES (bil. dol.) | | | | | | | |
| Merchant wholesalers | | 195.6 | 207.7 | 215.9 | 234.9 | 253.1 | 255.8 |
| Durable goods | 50 | 126.2 | 131.1 | 135.6 | 149.0 | 160.3 | 161.5 |
| Motor vehicles, parts, and supplies | 501 | 23.5 | 24.1 | 24.4 | 25.5 | 27.0 | 26.4 |
| Furniture and homefurnishings | 502 | 4.6 | 4.8 | 4.8 | 4.9 | 5.1 | 5.3 |
| Lumber and construction materials | 503 | 6.0 | 6.3 | 6.7 | 7.4 | 7.4 | 7.7 |
| Professional and commercial equipment | 504 | 15.8 | 17.0 | 17.9 | 20.5 | 22.8 | 22.3 |
| Metals and minerals, except petroleum | 505 | 10.7 | 10.0 | 11.1 | 12.8 | 12.8 | 12.7 |
| Electrical goods | 506 | 15.9 | 17.2 | 17.5 | 20.2 | 23.5 | 23.0 |
| Hardware, plumbing and heating equipment | 507 | 8.5 | 8.8 | 9.3 | 10.8 | 11.0 | 12.1 |
| Machinery, equipment and supplies | 508 | 31.5 | 30.0 | 29.2 | 31.6 | 34.7 | 35.9 |
| Miscellaneous durable goods | 509 | 9.8 | 12.8 | 14.6 | 15.2 | 15.8 | 16.0 |
| Nondurable goods | 51 | 69.4 | 76.6 | 80.2 | 85.9 | 92.8 | 94.3 |
| Paper and paper products | 511 | 4.9 | 5.6 | 6.3 | 7.0 | 8.3 | 8.7 |
| Drugs, proprietaries, and sundries | 512 | 6.5 | 9.0 | 10.4 | 11.6 | 12.0 | 13.7 |
| Apparel, piece goods, and notions | 513 | 9.8 | 10.6 | 11.4 | 12.2 | 11.9 | 11.7 |
| Groceries and related products | 514 | 14.7 | 16.0 | 15.7 | 16.1 | 16.7 | 17.7 |
| Farm-product raw materials | 515 | 8.8 | 9.0 | 10.0 | 10.4 | 12.3 | 9.4 |
| Chemicals and allied products | 516 | 3.1 | 3.2 | 3.7 | 4.1 | 4.6 | 4.7 |
| Petroleum and petroleum products | 517 | 4.4 | 4.4 | 4.0 | 4.9 | 4.9 | 5.8 |
| Beer, wine, and distilled beverages | 518 | 4.4 | 4.3 | 4.5 | 4.6 | 4.8 | 5.0 |
| Miscellaneous nondurable goods | 519 | 12.7 | 14.4 | 14.2 | 14.9 | 17.3 | 17.8 |
| STOCK/SALES RATIO | | | | | | | |
| Merchant wholesalers | | 1.31 | 1.33 | 1.33 | 1.28 | 1.28 | 1.24 |
| Durable goods | 50 | 1.75 | 1.67 | 1.61 | 1.55 | 1.56 | 1.54 |
| Motor vehicles, parts, and supplies | 501 | 1.66 | 1.64 | 1.63 | 1.50 | 1.54 | 1.46 |
| Furniture and homefurnishings | 502 | 1.71 | 1.62 | 1.69 | 1.45 | 1.48 | 1.42 |
| Lumber and construction materials | 503 | 1.33 | 1.12 | 1.01 | 1.03 | 1.13 | 1.06 |
| Professional and commercial equipment | 504 | 1.58 | 1.39 | 1.35 | 1.37 | 1.29 | 1.12 |
| Metals and minerals, except petroleum | 505 | 1.60 | 1.55 | 1.62 | 1.54 | 1.54 | 1.50 |
| Electrical goods | 506 | 1.71 | 1.72 | 1.50 | 1.51 | 1.58 | 1.69 |
| Hardware, plumbing and heating equipment | 507 | 1.90 | 2.01 | 1.94 | 1.90 | 1.89 | 2.03 |
| Machinery, equipment and supplies | 508 | 2.49 | 2.34 | 2.16 | 2.11 | 2.10 | 2.26 |
| Miscellaneous durable goods | 509 | 1.27 | 1.37 | 1.52 | 1.35 | 1.31 | 1.32 |
| Nondurable goods | 51 | 0.90 | 0.98 | 1.03 | 0.99 | 0.99 | 0.94 |
| Paper and paper products | 511 | 1.16 | 1.20 | 1.21 | 1.11 | 1.20 | 1.22 |
| Drugs, proprietaries, and sundries | 512 | 1.49 | 1.51 | 1.65 | 1.59 | 1.44 | 1.51 |
| Apparel, piece goods, and notions | 513 | 1.77 | 1.80 | 2.12 | 2.07 | 2.00 | 1.70 |
| Groceries and related products | 514 | 0.66 | 0.68 | 0.67 | 0.64 | 0.63 | 0.68 |
| Farm-product raw materials | 515 | 1.04 | 1.01 | 1.20 | 1.19 | 1.25 | 0.87 |
| Chemicals and allied products | 516 | 0.97 | 0.97 | 1.14 | 1.09 | 1.08 | 1.06 |
| Petroleum and petroleum products | 517 | 0.33 | 0.39 | 0.39 | 0.40 | 0.37 | 0.35 |
| Beer, wine, and distilled beverages | 518 | 0.95 | 1.06 | 1.06 | 1.02 | 1.03 | 1.07 |
| Miscellaneous nondurable goods | 519 | 1.17 | 1.41 | 1.22 | 1.13 | 1.18 | 1.19 |

¹ 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 1987 Through February 1997*, (BW/96-RV).

No. 1283. Services—Establishments, Employees, and Payroll: 1990 and 1994

[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 ¹ | ESTABLISHMENTS (1,000) | | EMPLOYEES (1,000) | | PAYROLL (bil. dol.) | |
|--|----------------------------------|---------------------------|----------------|----------------------|---------------|------------------------|--------------|
| | | 1990 | 1994 | 1990 | 1994 | 1990 | 1994 |
| Services, total² | (I) | 2,059.3 | 2,342.3 | 28,800 | 33,253 | 599.4 | 794.0 |
| Hotels and other lodging places | 70 | 50.6 | 53.5 | 1,529 | 1,535 | 19.1 | 22.5 |
| Hotels and motels | 701 | 39.2 | 42.9 | 1,463 | 1,484 | 18.3 | 21.7 |
| Personal services ² | 72 | 186.1 | 201.8 | 1,196 | 1,246 | 13.5 | 15.8 |
| Laundry, cleaning, and garment services | 721 | 50.4 | 56.5 | 418 | 434 | 5.2 | 6.1 |
| Drycleaning plants, except rug | 7216 | 17.6 | 22.0 | 148 | 166 | 1.6 | 1.9 |
| Beauty shops | 723 | 76.1 | 82.5 | 371 | 389 | 3.9 | 4.6 |
| Barber shops | 724 | 5.1 | 4.6 | 16 | 14 | 0.2 | 0.2 |
| Funeral service and crematories | 726 | 14.9 | 15.9 | 85 | 94 | 1.7 | 2.1 |
| Business services ² | 73 | 292.3 | 340.3 | 5,119 | 6,240 | 98.1 | 136.6 |
| Advertising | 731 | 19.1 | 19.8 | 204 | 209 | 7.3 | 8.1 |
| Advertising agencies | 7311 | 11.1 | 13.7 | 137 | 136 | 5.4 | 6.2 |
| Credit reporting and collection | 732 | 6.6 | 7.4 | 94 | 106 | 2.0 | 2.5 |
| Mailing, reproduction, stenographic ² | 733 | 26.2 | 33.0 | 233 | 256 | 5.1 | 6.4 |
| Direct mail advertising services | 7331 | 3.5 | 4.1 | 84 | 82 | 1.7 | 2.0 |
| Commercial art and graphic design | 7336 | 9.0 | 12.4 | 52 | 53 | 1.5 | 1.8 |
| Services to buildings | 734 | 48.5 | 61.5 | 802 | 876 | 8.3 | 10.5 |
| Misc. equipment rental and leasing | 735 | 22.6 | 25.1 | 209 | 216 | 4.9 | 5.9 |
| Personnel supply services ² | 736 | 27.0 | 33.1 | 1,518 | 2,298 | 20.6 | 36.7 |
| Employment agencies | 7361 | 12.8 | 12.5 | 247 | 200 | 4.3 | 4.1 |
| Help supply services | 7363 | 13.3 | 20.5 | 1,210 | 2,098 | 15.6 | 32.6 |
| Computer and data processing services ² | 737 | 40.5 | 66.8 | 773 | 984 | 28.5 | 43.4 |
| Computer programming services | 7371 | 12.4 | 24.0 | 217 | 272 | 8.9 | 13.4 |
| Prepackaged software | 7372 | 3.8 | 6.9 | 76 | 150 | 3.5 | 8.3 |
| Computer integrated systems design | 7373 | 3.3 | 5.4 | 82 | 103 | 3.5 | 4.6 |
| Data processing and preparation | 7374 | 6.8 | 7.1 | 229 | 237 | 6.4 | 7.8 |
| Computer maintenance and repair | 7378 | 3.3 | 4.8 | 53 | 56 | 1.9 | 2.1 |
| Miscellaneous business services | 738 | 62.7 | 84.0 | 1,093 | 1,281 | 17.2 | 22.6 |
| Detective and armored car services ² | 7381 | 9.4 | 12.0 | 467 | 500 | 5.2 | 6.5 |
| Automotive repair, services, and parking | 75 | 156.6 | 178.4 | 877 | 936 | 15.2 | 18.2 |
| Automotive rentals, no drivers ² | 751 | 10.5 | 10.6 | 147 | 133 | 2.9 | 3.0 |
| Truck rental and leasing, no drivers | 7513 | 4.0 | 4.6 | 51 | 37 | 1.2 | 1.0 |
| Passenger car rental | 7514 | 4.5 | 4.6 | 78 | 86 | 1.3 | 1.7 |
| Automotive repair shops ² | 753 | 112.7 | 133.3 | 507 | 558 | 9.6 | 12.1 |
| Top and body repair and paint shops | 7532 | 30.5 | 35.0 | 164 | 178 | 3.2 | 4.1 |
| General automotive repair shops | 7538 | 54.8 | 68.4 | 214 | 250 | 3.8 | 5.2 |
| Automotive services, except repair | 754 | 18.1 | 24.3 | 145 | 184 | 1.5 | 2.2 |
| Miscellaneous repair services | 76 | 67.4 | 72.8 | 403 | 442 | 8.7 | 11.0 |
| Electrical repair shops | 762 | 17.2 | 20.7 | 115 | 156 | 2.6 | 4.0 |
| Motion pictures ² | 78 | 35.4 | 42.7 | 430 | 479 | 8.6 | 10.1 |
| Motion picture production and services | 781 | 9.2 | 12.5 | 189 | 200 | 5.9 | 7.1 |
| Motion picture distribution and services | 782 | 1.0 | 1.5 | 24 | 22 | 0.9 | 1.1 |
| Motion picture theaters | 783 | 7.0 | 6.6 | 107 | 112 | 0.8 | 0.8 |
| Video tape rental | 784 | 16.4 | 21.6 | 103 | 145 | 0.8 | 1.1 |
| Amusement and recreation services ² | 79 | 75.2 | 90.8 | 1,032 | 1,246 | 16.1 | 22.5 |
| Producers, orchestras, entertainers | 792 | 9.7 | 14.1 | 126 | 152 | 3.3 | 4.4 |
| Commercial sports | 794 | 3.3 | 4.1 | 79 | 93 | 3.0 | 4.6 |
| Amusement parks | 7996 | 0.7 | 0.9 | 69 | 90 | 1.1 | 1.4 |
| Membership sports and recreation clubs | 7997 | 13.1 | 14.6 | 242 | 268 | 3.4 | 4.4 |
| Health services ² | 80 | 436.7 | 476.2 | 8,811 | 10,624 | 213.8 | 295.8 |
| Offices and clinics of medical doctors | 801 | 193.6 | 198.5 | 1,387 | 1,621 | 63.0 | 80.1 |
| Offices and clinics of dentists | 802 | 104.7 | 110.6 | 533 | 594 | 11.6 | 15.0 |
| Offices of other health practitioners | 804 | 62.5 | 79.0 | 250 | 315 | 5.0 | 7.1 |
| Offices and clinics of chiropractors | 8041 | 22.9 | 28.8 | 73 | 89 | 1.3 | 1.7 |
| Nursing and personal care facilities | 805 | 19.1 | 21.6 | 1,461 | 1,707 | 18.6 | 26.2 |
| Hospitals ³ | 806 | 6.3 | 7.4 | 4,325 | 5,130 | 99.2 | 140.6 |
| Medical and dental laboratories | 807 | 14.4 | 16.3 | 158 | 190 | 3.8 | 5.3 |
| Medical laboratories | 8071 | 7.1 | 8.8 | 118 | 151 | 3.0 | 4.4 |
| Home health care services | 808 | 7.7 | 12.9 | 351 | 680 | 4.8 | 11.2 |
| Legal services | 81 | 142.4 | 161.6 | 932 | 963 | 36.0 | 41.7 |
| Elementary and secondary schools | 821 | 14.3 | 16.9 | 451 | 563 | 6.6 | 9.4 |
| Colleges and universities | 822 | 3.0 | 3.5 | 1,082 | 1,235 | 19.2 | 25.7 |
| Social services ² | 83 | 115.6 | 151.1 | 1,750 | 2,138 | 20.9 | 29.5 |
| Child day care services | 835 | 39.0 | 51.2 | 405 | 526 | 3.4 | 5.2 |
| Residential care | 836 | 21.0 | 28.9 | 417 | 518 | 5.4 | 7.6 |
| Museums, botanical, zoological gardens | 84 | 3.2 | 3.7 | 64 | 74 | 1.1 | 1.4 |
| Business associations | 861 | 12.7 | 14.6 | 99 | 107 | 2.7 | 3.5 |
| Civic and social associations | 864 | 40.0 | 41.9 | 366 | 375 | 3.7 | 4.2 |
| Engineering and management services ² | 87 | 201.1 | 259.1 | 2,473 | 2,693 | 79.8 | 99.1 |
| Engineering services | 8711 | 33.1 | 42.6 | 652 | 663 | 24.9 | 28.6 |
| Architectural services | 8712 | 15.7 | 18.3 | 140 | 126 | 4.8 | 5.0 |
| Accounting, auditing, and bookkeeping | 872 | 67.9 | 83.0 | 524 | 548 | 13.8 | 16.5 |
| Research and testing services | 873 | 14.9 | 18.8 | 393 | 446 | 12.3 | 16.1 |
| Management services | 8741 | 15.3 | 23.8 | 286 | 386 | 7.7 | 11.8 |
| Management consulting services | 8742 | 24.5 | 37.5 | 226 | 295 | 8.6 | 13.5 |
| Facilities support services | 8744 | 0.7 | 0.9 | 70 | 66 | 2.2 | 2.0 |

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

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

No. 1284. Selected Service Industries—Summary: 1987 and 1992

[For establishments with payroll]

| KIND OF BUSINESS | 1987 SIC code ¹ | ESTABLISH- MENTS ² (1,000) | | RECEIPTS OR EXPENSES ³ (mil. dol.) | | PAID EMPLOYEES ⁴ (1,000) | |
|--|----------------------------------|---|--------------|---|------------------|---|---------------|
| | | 1987 | 1992 | 1987 | 1992 | 1987 | 1992 |
| Firms subject to Federal income tax ⁵ | (X) | 1,626 | 1,825 | 772,194 | 1,202,613 | 16,055 | 19,290 |
| Hotels and other lodging places ⁶ | 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 ⁷ | 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 ⁸ | 87 ex. 8733 | 205 | 233 | 127,344 | 192,819 | 1,969 | 2,271 |
| Firms exempt from Federal income tax ⁵ | (X) | 176 | 209 | 253,284 | 423,900 | 6,737 | 8,109 |
| 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 ⁹ | 873, 4 ex. 8744 | 4 | 6 | 8,837 | 14,314 | 121 | 147 |

X Not applicable. ¹ Based on 1987 Standard Industrial Classification; see text, section 13. ² Number of establishments in business at any time during the year. ³ Receipts refer to establishments subject to Federal income tax. Expenses refer to establishments exempt from Federal income tax. ⁴ For pay period including March 12. ⁵ Includes other kinds of business, not shown separately. ⁶ Excludes membership lodging. ⁷ Includes motion pictures. ⁸ Except noncommercial research organizations. ⁹ Excludes facilities support services.

Source: U.S. Bureau of the Census, 1992 *Census of Service Industries*, Geographic Area Series, SC92-A-52.

No. 1285. Exported Services, by Selected Kinds of Business: 1992

[For establishments with payroll]

| KIND OF BUSINESS | 1987 SIC code ¹ | Estab- lishments | Receipts (mil. dol.) | ESTABLISHMENTS WITH RECEIPTS FROM EXPORTED SERVICES | | |
|--|----------------------------------|---------------------|-------------------------|--|-------------------------|---|
| | | | | Number | Receipts (mil. dol.) | Receipts from exported services (mil. dol.) |
| Business services | 73 | 306,551 | 274,892 | 12,326 | 38,254 | 6,961 |
| Advertising | 731 | 19,023 | 19,456 | 1,408 | 1,640 | 91 |
| Credit reporting and collection | 732 | 7,472 | 6,151 | 106 | 105 | 6 |
| Mailing, reproduction, stenographic | 733 | 32,086 | 18,339 | 939 | 1,041 | 107 |
| Services to dwellings and other buildings | 734 | 57,649 | 19,003 | 198 | 95 | 6 |
| Miscellaneous equipment rental and leasing | 735 | 24,816 | 21,778 | 329 | 1,265 | 192 |
| Personnel supply services | 736 | 31,166 | 38,163 | 588 | 721 | 205 |
| Computer and data processing services | 737 | 59,052 | 101,073 | 6,770 | 30,024 | 5,802 |
| Miscellaneous business services | 738 | 75,287 | 50,929 | 1,988 | 3,363 | 551 |
| Legal services | 81 | 151,737 | 101,114 | 5,365 | 20,524 | 1,482 |
| Engineering and architectural services | 871 | 68,127 | 78,770 | 3,832 | 18,729 | 2,739 |
| Accounting, auditing, and bookkeeping | 872 | 79,097 | 34,038 | 1,131 | 3,575 | 91 |
| Research and testing services | 873 ex. 8733 | 13,531 | 22,690 | 1,771 | 5,012 | 1,006 |
| Management and public relations | 874 | 72,130 | 57,321 | 5,655 | 7,212 | 2,002 |

¹ Based on 1987 Standard Industrial Classification; see text, section 13.

Source: U.S. Bureau of the Census, 1992 *Census of Service Industries*, Subject Series, SC92-S-5.

No. 1286. National Nonprofit Associations—Number, by Type: 1980 to 1997

[Data compiled during last few months of year previous to year shown and the beginning months of year shown]

| TYPE | 1980 | 1990 | 1995 | 1997 | TYPE | 1980 | 1990 | 1995 | 1997 |
|---|------------------|---------------|---------------|---------------|---|------|-------|-------|-------|
| Total | 14,726 | 22,289 | 22,663 | 22,901 | Fraternal, foreign interest, nationality, ethnic | 435 | 573 | 552 | 541 |
| Trade, business, commercial | 3,118 | 3,918 | 3,757 | 3,755 | Religious | 797 | 1,172 | 1,230 | 1,230 |
| Agriculture | 677 | 940 | 1,122 | 1,124 | Veteran, hereditary, patriotic | 208 | 462 | 686 | 745 |
| Legal, governmental, public admin., military | 529 | 792 | 776 | 780 | Hobby, avocational | 910 | 1,475 | 1,549 | 1,548 |
| Scientific, engineering, tech | 1,039 | 1,417 | 1,355 | 1,381 | Athletic sports | 504 | 840 | 838 | 836 |
| Educational | 12,376 | 1,291 | 1,290 | 1,310 | Labor unions | 235 | 253 | 245 | 245 |
| Cultural | (¹) | 1,886 | 1,918 | 1,918 | Chambers of Commerce ² | 105 | 168 | 168 | 162 |
| Social welfare | 994 | 1,705 | 1,885 | 1,934 | Greek and non-Greek letter societies | 318 | 340 | 336 | 335 |
| Health, medical | 1,413 | 2,227 | 2,348 | 2,453 | Fan clubs | (NA) | 581 | 460 | 491 |
| Public affairs | 1,068 | 2,249 | 2,148 | 2,113 | | | | | |

NA Not available. ¹ Data for cultural associations included with educational associations. ² National and binational.

Source: Gale Research Inc., Detroit, MI. Compiled from *Encyclopedia of Associations*, annual (copyright).

No. 1287. Service Industries—Summary of Taxable Firms: 1992

| KIND OF BUSINESS | 1987 SIC code ¹ | ALL ESTABLISHMENTS | | ESTABLISHMENTS WITH PAYROLL | | | |
|--|----------------------------|-------------------------------------|----------------------|-------------------------------------|----------------------|----------------------------|------------------------|
| | | Establishments ² (1,000) | Receipts (mil. dol.) | Establishments ² (1,000) | Receipts (mil. dol.) | Annual payroll (mil. dol.) | Paid employees (1,000) |
| Firms subject to Federal income tax⁴ . . . | (X) | 8,593.5 | 1,345,146 | 1,825.4 | 1,202,613 | 452,697 | 19,290 |
| Hotels and other lodging places ^{4,5} | 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 ⁴ | 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 ⁴ | 73 | 2,056.2 | 309,439 | 306.6 | 274,892 | 109,299 | 5,542 |
| Advertising ⁴ | 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 | 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 ⁴ | 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 ⁴ | 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 | 482 |
| Auto repair, services, and parking ⁴ | 75 | 454.3 | 78,512 | 172.0 | 70,033 | 15,550 | 864 |
| Automotive rentals, no drivers ⁴ | 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 ⁴ | 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 ⁴ | 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 ^{4,6} | 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 ⁷ | 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 ⁴ | 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, clinics of other health practitioners ⁴ | 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 ⁴ | 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 ⁴ | 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 ⁴ | 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 ⁴ | 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 ⁸ | 873 ex. 8733 | 30.4 | 22,910 | 13.5 | 22,690 | 9,227 | 282 |
| Management and public relations ⁴ | 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. ¹ Based on 1987 Standard Industrial Classification; see text, section 13. ² Represents the number of establishments in business at any time during year. ³ For pay period including March 12. ⁴ Includes other kinds of business, not shown separately. ⁵ Excludes membership lodging. ⁶ Includes motion pictures and museums. ⁷ Excludes motion picture producers. ⁸ Excludes noncommercial research organizations.

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

No. 1288. Service Industries—Annual Receipts of Taxable Firms: 1985 to 1995

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

| KIND OF BUSINESS | 1987 SIC code ¹ | 1985 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 |
|---|----------------------------------|-------|-------|-------|-------|-------|-------|-------|
| Hotels and other lodging places ² | 70 ex. 704 | 45.4 | 64.2 | 65.3 | 71.0 | 74.8 | 80.8 | 86.3 |
| Hotels and motels. | 701 | 43.5 | 62.0 | 63.1 | 68.5 | 72.0 | 77.8 | 82.9 |
| Personal services ³ | 72 | 36.7 | 54.7 | 54.6 | 59.6 | 62.4 | 65.6 | 69.9 |
| Laundry, cleaning, and garment services | 721 | 12.8 | 17.3 | 17.6 | 18.8 | 19.2 | 19.9 | 21.0 |
| Drycleaning plants, except rug cleaning | 7216 | 3.8 | 4.4 | 4.5 | 5.5 | 5.5 | 5.7 | 6.0 |
| Beauty shops | 7231 | 9.0 | 12.8 | 13.1 | 14.4 | 14.7 | 15.4 | 16.7 |
| Barber shops. | 7241 | 1.2 | 1.4 | 1.5 | 1.5 | 1.5 | 1.6 | 1.7 |
| Funeral service and crematories | 726 | 5.2 | 6.8 | 7.1 | 7.6 | 8.1 | 8.4 | 9.2 |
| Business services ³ | 73 | 155.9 | 280.7 | 287.2 | 309.4 | 336.5 | 374.9 | 424.3 |
| Advertising | 731 | 14.9 | 22.0 | 21.3 | 22.7 | 23.8 | 25.0 | 28.6 |
| Advertising agencies | 7311 | 11.1 | 16.1 | 15.2 | 16.0 | 16.8 | 17.5 | 20.0 |
| Credit reporting and collection. | 732 | 3.7 | 5.8 | 6.0 | 6.4 | 6.9 | 7.0 | 7.7 |
| Mailing, reproduction, stenographic ³ | 733 | 14.5 | 20.8 | 20.4 | 21.0 | 22.2 | 22.9 | 25.4 |
| Direct mail advertising services | 7331 | 3.8 | 7.0 | 6.5 | 6.8 | 7.6 | 7.9 | 8.5 |
| Commercial art and graphic design | 7336 | (NA) | 6.1 | 6.1 | 6.2 | 6.1 | 6.4 | 6.9 |
| Services to dwellings and other buildings | 734 | 13.3 | 22.3 | 22.4 | 23.6 | 23.8 | 26.4 | 28.8 |
| Miscellaneous equipment rental and leasing | 735 | (NA) | 23.1 | 22.6 | 22.8 | 24.6 | 26.5 | 29.6 |
| Personnel supply services | 736 | 14.7 | 32.5 | 33.4 | 38.7 | 42.9 | 49.7 | 62.5 |
| Employment agencies | 7361 | 3.7 | 6.2 | 5.2 | 5.0 | 5.5 | 6.2 | 7.3 |
| Help supply services | 7363 | (NA) | 26.4 | 28.3 | 33.7 | 37.4 | 43.5 | 55.2 |
| Computer and data processing services ³ | 737 | 45.1 | 88.3 | 94.4 | 104.7 | 116.8 | 133.1 | 152.2 |
| Computer programming services | 7371 | (NA) | 21.3 | 23.4 | 25.0 | 28.0 | 32.4 | 37.4 |
| Prepackaged software | 7372 | (NA) | 16.5 | 18.3 | 21.2 | 24.6 | 27.6 | 31.1 |
| Computer integrated systems design | 7373 | (NA) | 12.9 | 13.8 | 15.2 | 17.1 | 19.0 | 20.6 |
| Data processing and preparation | 7374 | (NA) | 17.8 | 18.8 | 20.4 | 22.6 | 26.6 | 31.1 |
| Computer maintenance and repair | 7378 | (NA) | 7.0 | 6.9 | 7.7 | 7.6 | 7.8 | 8.2 |
| Miscellaneous business services | 738 | (NA) | 65.8 | 66.6 | 69.7 | 75.4 | 84.2 | 89.5 |
| Detective and armored car services ³ | 7381 | (NA) | 9.0 | 9.6 | 9.7 | 10.2 | 10.6 | 11.8 |
| Automotive repair, services, and parking ³ | 75 | 51.7 | 73.7 | 71.5 | 78.5 | 84.1 | 91.3 | 98.3 |
| Automotive rentals, no drivers ³ | 751 | 14.6 | 20.8 | 20.3 | 20.9 | 22.3 | 23.4 | 24.9 |
| Truck rental and leasing, without drivers | 7513 | 5.5 | 8.5 | 7.9 | 7.6 | 7.7 | 8.1 | 8.7 |
| Passenger car rental | 7514 | (NA) | 9.0 | 9.5 | 10.4 | 11.4 | 12.1 | 12.8 |
| Automotive repair shops ³ | 753 | 30.5 | 43.5 | 41.2 | 46.2 | 49.4 | 54.0 | 57.5 |
| Top & body repair & paint shops | 7532 | (NA) | 13.5 | 12.8 | 13.9 | 14.8 | 15.9 | 16.9 |
| General automotive repair shops | 7538 | (NA) | 19.6 | 17.7 | 21.3 | 22.8 | 25.4 | 27.7 |
| Automotive services, except repair. | 754 | (NA) | 6.5 | 6.7 | 7.7 | 8.4 | 9.7 | 11.0 |
| Miscellaneous repair services. | 76 | 20.7 | 32.8 | 32.4 | 35.2 | 36.0 | 39.1 | 42.7 |
| Electrical repair shops. | 762 | (NA) | 11.3 | 11.3 | 11.9 | 12.2 | 12.8 | 14.2 |
| Motion pictures | 78 | 21.5 | 40.0 | 42.8 | 45.7 | 50.2 | 54.3 | 58.1 |
| Motion picture produc., distribution, allied services | 781,2 | 15.0 | 28.9 | 31.6 | 34.3 | 38.1 | 41.2 | 44.4 |
| Motion picture theaters | 783 | 3.8 | 6.1 | 6.2 | 5.9 | 6.1 | 6.6 | 7.0 |
| Video tape rental | 784 | (NA) | 5.0 | 5.0 | 5.5 | 6.0 | 6.6 | 6.7 |
| Amusement and recreation services ³ | 79 | 31.2 | 50.1 | 51.7 | 57.7 | 63.6 | 68.2 | 77.4 |
| Producers, orchestras, entertainers | 792 | 6.4 | 10.7 | 11.7 | 13.1 | 15.4 | 16.0 | 17.5 |
| Commercial sports | 794 | 5.0 | 8.6 | 8.6 | 9.0 | 9.1 | 9.4 | 10.2 |
| Amusement parks | 7996 | 2.6 | 4.9 | 4.8 | 5.4 | 5.7 | 5.9 | 6.4 |
| Membership sports and recreation clubs. | 7997 | 3.5 | 4.8 | 5.2 | 5.4 | 6.0 | 6.4 | 6.8 |
| Health services ³ | 80 | 147.4 | 271.2 | 293.9 | 321.7 | 337.2 | 355.2 | 382.6 |
| Offices and clinics of doctors of medicine | 801 | 72.1 | 128.9 | 138.6 | 151.8 | 154.8 | 160.8 | 170.3 |
| Offices and clinics of dentists | 802 | 20.6 | 31.5 | 33.3 | 36.9 | 39.1 | 42.1 | 45.6 |
| Offices of other health practitioners | 804 | 7.9 | 20.1 | 21.4 | 23.9 | 25.2 | 25.5 | 26.6 |
| Offices and clinics of chiropractors | 8041 | 2.7 | 5.5 | 5.6 | 6.6 | 7.1 | 7.2 | 7.3 |
| Nursing and personal care facilities | 805 | 17.5 | 30.2 | 32.9 | 34.7 | 37.4 | 39.6 | 44.2 |
| Hospitals ⁴ | 806 | 15.7 | 26.5 | 28.8 | 31.1 | 32.9 | 34.1 | 36.7 |
| Medical and dental laboratories. | 807 | 5.4 | 12.0 | 13.6 | 15.2 | 16.2 | 17.8 | 19.2 |
| Medical laboratories. | 8071 | 3.9 | 10.0 | 11.5 | 12.9 | 13.9 | 15.4 | 16.7 |
| Home health care services. | 808 | (NA) | 7.6 | 9.1 | 11.2 | 13.0 | 15.0 | 17.5 |
| Legal services | 81 | 52.8 | 97.6 | 100.0 | 108.4 | 111.7 | 113.8 | 114.4 |
| Social services | 83 | (NA) | 15.5 | 16.4 | 18.2 | 19.7 | 21.5 | 23.4 |
| Child day care services | 8351 | 2.6 | 7.1 | 7.4 | 8.7 | 9.5 | 10.3 | 11.4 |
| Residential care. | 8361 | (NA) | 4.6 | 4.9 | 4.9 | 5.3 | 5.6 | 6.0 |
| Museums, botanical, zoological gardens. | 84 | (NA) | 0.1 | 0.2 | 0.2 | 0.2 | 0.2 | 0.2 |
| Engineering and management services ³ | 87 | 198.4 | 202.7 | 215.6 | 224.7 | 238.9 | 269.7 | 269.7 |
| Engineering services. | 8711 | (NA) | 64.8 | 65.8 | 67.7 | 67.9 | 69.8 | 76.6 |
| Architectural services | 8712 | (NA) | 13.0 | 13.3 | 12.7 | 13.5 | 14.8 | 16.4 |
| Accounting, auditing, & bookkeeping | 8721 | 21.2 | 32.6 | 32.7 | 37.2 | 40.0 | 43.1 | 49.7 |
| Research and testing services ⁵ | 873, ex. 87 | (NA) | 20.4 | 20.9 | 22.9 | 25.1 | 26.6 | 28.2 |
| Management services | 8741 | (NA) | 20.6 | 21.8 | 23.8 | 24.6 | 26.8 | 32.0 |
| Management consulting services. | 8742 | (NA) | 28.9 | 29.8 | 31.9 | 33.7 | 36.7 | 43.3 |
| Facilities support services | 8744 | (NA) | 5.3 | 5.6 | 5.6 | 5.5 | 6.3 | 6.4 |
| Arrangement of passenger transportation | 472 | 6.3 | 12.3 | 11.4 | 11.9 | 12.4 | 13.2 | 14.4 |
| Real estate agents and managers | 653 | 31.3 | 63.0 | 63.2 | 73.1 | 80.6 | 83.9 | 88.1 |

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

Source: U.S. Bureau of the Census, *Current Business Reports, Service Annual Survey: 1995* (BS/95); and unpublished data.

No. 1289. Lodging Industry Summary: 1990 to 1995

| YEAR | Average occupancy rate (percent) | Average room rate (dol.) | ROOM SIZE OF PROPERTY | 1995 | | ITEM | 1995 | |
|----------------|----------------------------------|--------------------------|--------------------------|----------------|--------------|-------------------------|-------------------|------------------|
| | | | | Establishments | Rooms (mil.) | | Business traveler | Leisure traveler |
| 1990 | 63.3 | 58.40 | Total | 46,000 | 3.5 | Typical night: | | |
| 1991 | 60.9 | 58.91 | | | | Made reservations . . . | 91% | 80% |
| 1992 | 61.7 | 59.87 | Percent: | | | Amount paid | \$70.40 | \$64.80 |
| 1993 | 63.6 | 61.04 | Under 75 rooms | 66.8 | 25.2 | | | |
| 1994 | 65.2 | 63.63 | 75-149 rooms | 21.5 | 30.8 | Length of stay: | | |
| 1995 | 65.5 | 67.34 | 150-299 rooms | 8.6 | 22.6 | One night | 38% | 47% |
| | | | 300 or more | 3.1 | 21.4 | Two nights | 24% | 26% |
| | | | | | | Three or more | 37% | 27% |

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

No. 1290. Service Industries—Summary of Tax-Exempt Firms: 1992

[Covers establishments with payroll]

| KIND OF BUSINESS | 1987 SIC code ¹ | Establishments ² (1,000) | Revenues (mil. dol.) | Annual payroll (mil. dol.) | Paid employees ³ (1,000) |
|---|----------------------------|-------------------------------------|----------------------|----------------------------|-------------------------------------|
| Firms exempt from Federal income tax⁴ | (X) | 208.9 | 446,256 | 186,672 | 8,109 |
| 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 ⁴ | 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. ¹ Based on 1987 Standard Industrial Classification; see text, section 13. ² Represents the number of establishments in business at any time during year. ³ For pay period including March 12. ⁴ 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. 1291. Selected Service Industries—Revenue and Expenses for Tax-Exempt Firms: 1990 to 1995

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

| KIND OF BUSINESS | 1987 SIC code ¹ | REVENUE | | | EXPENSES | | |
|---|----------------------------|---------|-------|-------|----------|-------|-------|
| | | 1990 | 1994 | 1995 | 1990 | 1994 | 1995 |
| Selected amusement and recreation services ² | 792, 7991, 7997, 7999 | | | | | | |
| | | 7.9 | 10.5 | 11.1 | (NA) | 10.6 | 10.9 |
| Offices and clinics of doctors of medicine | 801 | 12.9 | 20.7 | 22.8 | 12.5 | 20.1 | 22.0 |
| Nursing and personal care facilities | 805 | 12.1 | 18.0 | 19.8 | (NA) | 17.7 | 19.3 |
| Hospitals | 806 | 233.6 | 304.8 | 319.7 | 225.6 | 301.4 | 313.1 |
| Home health care services | 808 | 3.9 | 7.9 | 8.8 | 3.6 | 7.6 | 8.5 |
| Health and allied services, n.e.c. | 809 | 5.3 | 9.0 | 9.7 | 5.2 | 8.7 | 9.4 |
| Social services | 83 | 45.3 | 62.8 | 69.1 | 39.4 | 55.4 | 61.4 |
| Individual and family social services | 8322 | 13.0 | 19.4 | 21.6 | 12.6 | 18.8 | 21.0 |
| Job training and related services | 8331 | 4.9 | 6.7 | 7.1 | 4.5 | 6.5 | 6.9 |
| Child day care services | 8351 | 2.9 | 4.5 | 5.0 | 3.0 | 4.4 | 4.8 |
| Residential care | 8361 | 8.8 | 12.8 | 14.1 | 8.6 | 12.2 | 13.4 |
| Selected membership organizations ³ | 86 (pt) | 31.5 | 39.4 | 41.8 | 28.6 | 36.4 | 39.0 |
| Research and testing services | 873 | 11.0 | 14.0 | 14.5 | 10.0 | 13.4 | 14.1 |

NA Not available. ¹ Standard Industrial Classification; see text, section 13. ² 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). ³ 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: 1995* (BS/95).