## 1997 Economic Census

Wholesale Trade
Geographic Area Series

## USCENSUSBUREAU

Many persons participated in the various activities of the 1997 Economic Census for the Wholesale trade sector.

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1997 Economic Census
Wholesale Trade
Geographic Area Series

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## Introduction to the Economic Census

## PURPOSES AND USES OF THE ECONOMIC CENSUS

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

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

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


## ALL-NEW INDUSTRY CLASSIFICATIONS

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

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

Finance and Insurance
Real Estate and Rental and Leasing
Professional, Scientific, and Technical Services
Management of Companies and Enterprises
Administrative and Support and Waste
Management and Remediation Services
Educational Services
Health Care and Social Assistance
Arts, Entertainment, and Recreation
Accommodation and Foodservices
Other Services (except Public Administration)
(Not listed above are the Agriculture, Forestry, Fishing, and Hunting sector (NAICS 11), partially covered by the census of agriculture conducted by the U.S. Department of Agriculture, and the Public Administration sector (NAICS 92), covered by the census of governments conducted by the Census Bureau.)

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

## RELATIONSHIP TO SIC

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

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

## GEOGRAPHIC AREA CODING

Accurate and complete information on the physical location of each establishment is required to tabulate the census data for the states, metropolitan areas (MAs), counties, parishes, and corporate municipalities including cities, towns, villages, and boroughs. Respondents were
required to report their physical location (street address, municipality, county, and state) if it differed from their mailing address. For establishments not surveyed by mail (and those single-establishment companies that did not provide acceptable information on physical location), location information from Internal Revenue Service tax forms is used as a basis for coding.

## BASIS OF REPORTING

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

## DOLLAR VALUES

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

All dollar values are shown in thousands of dollars.

## AVAILABILITY OF ADDITIONAL DATA

## Reports in Print and Electronic Media

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

## Special Tabulations

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

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

Manufacturing and Construction Division Service Sector Statistics Division

301-457-4673
301-457-2668

## HISTORICAL INFORMATION

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

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

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

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

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

## SOURCES FOR MORE INFORMATION

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

## ABBREVIATIONS AND SYMBOLS

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

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

Represents less than 50 vehicles or .05 percent.
Not applicable.
Disclosure withheld because of insufficient coverage of merchandise lines.
Less than half the unit shown.
0 to 19 employees.
20 to 99 employees.
100 to 249 employees.
250 to 499 employees.
500 to 999 employees.
1,000 to 2,499 employees.
2,500 to 4,999 employees.
5,000 to 9,999 employees.
10,000 to 24,999 employees.
25,000 to 49,999 employees.
50,000 to 99,999 employees.
100,000 employees or more.
10 to 19 percent estimated.
20 to 29 percent estimated.
Revised.
Sampling error exceeds 40 percent.
Not elsewhere classified.
Not specified by kind. Represents zero (page image/print only).
C) Consolidated city.

Independent city.

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## Wholesale Trade

## SCOPE

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

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

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

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

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

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

## GENERAL

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

Geographic area reports. A separate report containing data for establishments with payroll is published for each state, the District of Columbia, and the United States. Each report presents general statistics for establishments with payroll, on number of establishments, sales, payroll, employment, operating expenses, and inventories. At the state level, data also are presented separately for the following types of wholesale operations: merchant wholesalers; manufacturers' sales branches and offices; and agents, brokers, commission merchants, and auction companies. Less type-of-operation detail is shown below the state level. For states, MAs, and counties and places with 200 wholesale establishments or more, statistics are presented by kind of business. Greater kind-of-business detail is shown for larger areas. In addition, data are shown for all places with 2,500 inhabitants or more and all counties (with no kind-of-business detail).
Commodity line sales report. This report presents data on major categories of commodities sold by wholesale kinds of business for the United States. Tables present data for each kind of business and show, for each commodity line, the number of establishments handling the line and their sales of the line; the percentage of total sales of the kind of business accounted for by each of the lines carried; and for establishments actually handling a specific line, the percentage of total sales represented by sales of that line. Summary statistics also are provided for
the broad commodity line categories, including counts of establishments and the amount and percentage of the line sold by various kinds of wholesale businesses.

Establishment and firm size (including legal form of organization) report. This report presents data for establishments with payroll, based on size of establishment, size of company or firm, and legal form of organization. Establishment statistics are presented by sales size and by employment size; statistics for firms by sales size (including concentration by largest firms), by employment size, and by number of establishments operated (single units and multiunits). Statistics are presented by kind of business on the number of establishments, sales, payroll, operating expense, inventories and employment for the United States.
Miscellaneous subjects report. This report contains data by kind of business on employment by principal activity; sales by class of customer; inventory valuation methods; commissions and gross selling value of business conducted for others by agents and brokers; gross margins, gross profits, and their components; and on petroleum bulk stations and terminals. Data are presented for the United States as a whole and for petroleum bulk stations and terminals at the state level.

## GEOGRAPHIC AREAS COVERED

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

1. The United States as a whole.
2. States and the District of Columbia.
3. Consolidated metropolitan statistical areas (CMSAs) and primary metropolitan statistical areas (PMSAs) defined by the Office of Management and Budget (OMB) as of June 30, 1997. A CMSA is an area used to facilitate the presentation and analysis of data for large concentrations of metropolitan populations. It includes two or more contiguous PMSAs which have a population of at least $1,000,000$ (according to the 1990 Census of Population or subsequent special census) and which meet specific criteria of urban character and of social and economic integration.
4. Metropolitan statistical areas (MSAs) defined by the OMB as of June 30, 1997. An MSA is an integrated economic and social unit with a population nucleus of at least 50,000 inhabitants (according to the 1990 Census of Population or subsequent special census). Each MSA consists of one or more counties meeting standards of metropolitan character; in New England, cities and towns rather than counties are the component geographic units.
5. Areas within the state outside metropolitan areas (MAs).
6. Counties and county equivalents defined as of January 1, 1997. Counties are the primary divisions of states, except in Louisiana where they are called parishes and in Alaska where they are called boroughs and census areas. Maryland, Missouri, Nevada, and Virginia have one place or more that is independent of any county organization and constitutes primary divisions of their states. These places are treated as counties and as places.
7. Consolidated cities defined as of January 1, 1997. Consolidated cities are consolidated governments which consist of separately incorporated municipalities.
8. Municipalities of 2,500 inhabitants or more defined as of January 1, 1997. These are areas of significant population incorporated as a city, borough, village, or town according to the 1990 Census of Population or subsequent special census. For the economic census, boroughs and census areas in Alaska and boroughs in New York are not included in this category.
9. Special economic urban areas (SEUAs), which include townships in Michigan, New Jersey, and Pennsylvania, and towns in New York, Wisconsin, and the six New England states with 10,000 inhabitants or more (according to the 1990 Census of Population or subsequent special census).

## COMPARABILITY OF THE 1992 AND 1997 CENSUSES

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

## DISCLOSURE

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

## AVAILABILITY OF MORE FREQUENT ECONOMIC DATA

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

Table 1. Summary Statistics for the District: 1997
[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A]

| NAICS code | Geographic area, type of operation, and kind of business | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | $\begin{array}{r} \text { First- } \\ \text { quarter } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Paid } \\ \text { employees } \\ \text { for pay } \\ \text { period } \\ \text { including } \\ \text { March } 12 \\ \text { (number) } \end{array}$ | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories ${ }^{r}$ $(\$ 1,000)$ | End-of-1997 inventories ${ }^{\text {² }}$ $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | DISTRICT OF COLUMBIA |  |  |  |  |  |  |  |  |
| 42 | Wholesale trade . . . . . . . . . . | 348 | 3918622 | 222998 | 57007 | 5008 | 411314 | 82964 | 96544 |
|  | Wholesaler distributors and jobbers ..... | 250 | 955399 | 100339 | 20852 | 2957 | 177179 | 69223 | 81538 |
|  | Importers ............................ | 10 | 30925 | 2861 | 609 | 134 | 6212 | 1349 | 947 |
|  | Exporters.... | 14 | 55130 | 2239 | 508 | 47 | 5064 | 2416 | 2411 |
|  | Own brand importer-marketers ..... | 6 | 4295 | 573 | 142 | 25 | 1440 | 190 | 191 |
|  | Assemblers of farm products, except country grain elevators | 5 | 45237 |  | 990 | 158 |  | 441 | 500 |
|  | Sales branches (with stock) $\ldots \ldots \ldots \ldots$. | 20 | 212251 | 38313 | 15074 | 749 | 69619 | 9301 | 10910 |
|  | Sales offices (without stock)... | 20 | 2125341 | 68310 | 17240 | 738 | 131108 |  | - |
|  | Brokers..................... | 2 |  |  |  | a | D | D | D |
|  | Commission merchants. | 3 | D | D | D | c | D | D | D |
|  | Manufacturers' agents ................ | 18 | D | D | D | b | D | D | D |
| 421 | Wholesale trade, durable goods ........ | 176 | D | D | D | g | D | D | D |
| 4211 | Motor vehicle \& motor vehicle parts \& supplies whsle. | 16 | D | D | D | c | D | D | D |
| 42111 | Automobile \& other motor vehicle whsle | 5 | D | D | D | b | D | D | D |
| 421110 | Automobile \& other motor vehicle | 5 | D | D |  | b |  |  |  |
| 4211103 | whsle Light truck \& van ( 14,000 ib or | 5 |  |  | D | b | D | D | D |
|  | less) whsle.................. | 1 | D | D | D | a | D | D | D |
| 42112 | Motor vehicle supplies \& new parts whsle $\qquad$ | 7 | D | D | D | c | D | D | D |
| 421120 | Motor vehicle supplies \& new parts whsle | 7 | D | D | D | c | D | D | D |
| 4211202 | Motor vehicle supplies \& new parts-jobbers. | 6 | D | D | D | b | D | D | D |
| $\begin{aligned} & 42114 \\ & 421140 \end{aligned}$ | Motor vehicle parts, (used) whsle ... Motor vehicle parts, (used) whsle . | $\begin{aligned} & 4 \\ & 4 \end{aligned}$ | D | D | D | b | D | D | D |
| 4212 | Furniture \& home furnishings whsle ... | 36 | D |  |  |  | D | D |  |
| 42121 | Furniture whsle $\ldots . . \ldots \ldots \ldots . . . . . .$. | 24 | D | D | D | c | D | D | D |
| 421210 | Furniture whsle ................. | 24 | D | D | D | c | D | D | D |
| 4212102 | Office \& business furniture whsle | 17 | D | D | D | c | D | D | D |
| 42122 | Home furnishings whsle .......... | 12 | D | D | D | b | D | D | D |
| 421220 | Home furnishings whsle ......... | 12 | D | D | D | b | D | D | D |
| 4212202 | Linens, domestics, draperies, \& curtains whsle | 5 | D | D | D | b | D | D | D |
| 4212203 | Floor coverings whsle .......... | 5 | D | D | D | b | D | D | D |
| 4213 | Lumber \& other construction materials whsle | 5 | D | D | D | b | D | D | D |
| 42131 | Lumber, plywood, millwork, \& wood |  |  |  |  |  |  |  |  |
|  | panel whsle .................. | 2 | D | D | D | b | D | D | D |
| 421310 | wood panel whsle. | 2 | D | D | D | b | D | D | D |
| 42132 | Brick, stone, \& related construction materials whsle $\qquad$ | 2 | D | D | D | a | D | D | D |
| 421320 | Brick, stone, \& related construction materials whsle . | 2 | D | D | D | a | D | D | D |
| 42139 | Other construction materials whsle . . | 1 | D | D | D | a | D | D | D |
| 421390 | Other construction materials whsle | 1 | D | D | D | a | D | D | D |
| 4214 | Professional \& commercial equipment \& supplies whsle. | 33 | D | D | D | f | D | D | D |
| 42141 | Photographic equipment \& supplies whsle | 3 | D | D | D | a | D | D | D |
| 421410 | Photographic equipment \& supplies whsle. | 3 | D | D | D | a | D | D | D |
| $\begin{aligned} & 42142 \\ & 421420 \end{aligned}$ | Office equipment whsle $\qquad$ Office equipment whsle. $\qquad$ | 5 5 | D | D | D | e | D | D | D |
| 42143 | Computer \& computer peripheral equipment \& software whsle. | 17 | D | D | D | e | D | D | D |
| 421430 | Computer \& computer peripheral equipment \& software whsle. | 17 | D | D | D | e | D | D | D |
| 4214301 | Computer \& peripheral |  |  |  |  |  |  |  |  |
|  | equipment whsle............ | 14 | D | D | D | e | D | D | D |
| 42143012 | Computers \& peripheral equipment for end use...... | 12 | D | D | D | e | D | D | D |
| 42144 | Other commercial equipment whsle . | 3 | D | D | D | b | D | D | D |
| 421440 | Other commercial equipment whsle | 3 | D | D | D | b | D | D | D |
| 42145 | Medical, dental, \& hospital equipment \& supplies whsle $\qquad$ | 5 | D | D | D | a | D | D | D |
| 421450 | Medical, dental, \& hospital equipment \& supplies whsle $\qquad$ | 5 5 | D | D | D | a | D | D | D |
| 4215 | Metal \& mineral (except petroleum) |  |  |  |  |  |  |  |  |
| $42152$ <br> 421520 | Coal \& other mineral \& ore whsle | 1 | D | D | D | a | D | D | D |

Table 1. Summary Statistics for the District: 1997-Con.
[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A]


Table 1. Summary Statistics for the District: 1997-Con.
[lncludes only estabishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A]

| NAICS code | Geographic area, type of operation, and kind of business | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | Firstquarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories ${ }^{\text {r }}$ $(\$ 1,000)$ | $\begin{aligned} & \text { End-of-1997 } \\ & \text { inventories } \\ & (\$ 1,000) \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | DISTRICT OF COLUMBIA-Con. <br> Wholesale trade-Con. |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods ..... | 172 | D | D | D | h | D | D | D |
| $\begin{aligned} & 4221 \\ & 42212 \\ & 422120 \end{aligned}$ | Paper \& paper product whsle . . . . . . . . . Stationery \& office supplies whsle... Stationery \& office supplies whsle. | $\begin{aligned} & 9 \\ & 7 \\ & 7 \end{aligned}$ | D | D | D | b | D | D | D |
| 42213 422130 | Industrial \& personal service paper whsle Industrial \& personal service paper whsle | 2 2 | D | D | D | a | D | D | D |
| $\begin{aligned} & 4222 \\ & 42221 \\ & 422210 \end{aligned}$ | Drugs, \& druggists' sundries whsle . . . . Drugs, \& druggists' sundries whsle . Drugs, \& druggists' sundries whsle $\qquad$ | 9 9 9 | D | D | D | c c c | D | D | D |
| 4223 42231 | Apparel, piece goods, \& notions whsle. | 21 | D | D | D | b | D | D | D |
|  | goods whsle . . . . . . . . . . . . . ${ }^{\text {a }}$. | 11 | D | D | D | b | D | D | D |
| 422310 | Piece goods, notions, \& other dry goods whsle | 11 | D | D | D | b | D | D | D |
| 4223101 | Piece goods-jobbers .......... | 11 | D | D | D | b | D | D | D |
| 4224 | Grocery \& related products whsle ..... . General-line grocery whsle . . . . . . . . . | 66 14 | 395439 | 33122 | 7255 | 1206 | 56977 D | 15727 | 16871 |
| 422410 | General-line grocery whsle....... | 14 | D | D | D | c | D | D | D |
| 4224103 | Other general-line grocery whsle | 12 | D | D | D | c | D | D | D |
| 42243 | Dairy products, (except dried or canned) whsle | 1 | D | D | D | a | D | D | D |
| 422430 | Dairy products, (except dried or canned) whsle. | 1 | D | D | D | a | D | D | D |
| $\begin{aligned} & 42244 \\ & 422440 \end{aligned}$ | Poultry \& poultry product whsle . . . . . Poultry \& poultry product whsle . . . | 3 3 | D | ${ }_{\text {D }}^{\text {D }}$ | D | b | D | ${ }_{\text {D }}$ | ${ }_{\text {D }}$ |
| $\begin{aligned} & 42245 \\ & 422450 \end{aligned}$ | Confectionery whsle................ . . Confectionery whsle. | 2 | D | D | D | a | D | D | ${ }_{\text {D }}$ |
| $\begin{aligned} & 42246 \\ & 422460 \end{aligned}$ | Fish \& seafood whsle. . . . . . . . . . . . . . Fish \& seafood whsle. | 3 3 | D | D | D | b | D | D | ${ }_{\text {D }}^{\text {D }}$ |
| 42247 | Meat \& meat product whsle ........ | 10 | 90435 | 9301 | 1953 | 254 | 15282 | 3033 | 3 319 |
| 422470 | Meat \& meat product whsle ...... | 10 | 90435 | 9301 | 1953 | 254 | 15282 | 3033 | 3319 |
| 42248 | Fresh fruit \& vegetable whsle ....... | 13 13 | $105188$ | 9704 9 704 | 2158 2158 | 411 411 | 18 18 18 | 2464 2464 | 2567 2567 |
| 42249 | Other grocery \& related products |  |  |  |  |  |  |  |  |
|  | whsle . . . . . . . . . . . . . . . . . . . . | 16 | D | D | D | e | D | D | D |
| 422490 | Other grocery \& related products whsle | 16 | D | D | D | e | D | D | D |
| 4225 | Farm-product raw material whsle ..... | 1 | D | D | D | a | D | D |  |
| 42251 | Grain \& field bean whsle . . . . . . . . . . . | 1 | D | D | D | a | D | D | D |
| 422510 | Grain \& field bean whsle . . . . . . . . | 1 | D | D | D | a | D | D | D |
| 4226 | Chemical \& allied products whsle . . . . | 3 | D | D | D | a | D | D | D |
| 42261 | Plastics materials \& basic forms \& shapes whsle | 1 | D | D | D | a | D | D | D |
| 422610 | Plastics materials \& basic forms \& shapes whsle | 1 | D | D | D | a | D | D | D |
| 42269 | Other chemical \& allied products whsle | 2 | D | D | D | a | D | D | D |
| 422690 | Other chemical \& allied products whsle $\qquad$ | 2 | D | D | D | a | D | D | D |
| 4227 | Petroleum \& petroleum products |  |  |  |  |  |  |  |  |
| $\begin{aligned} & 42271 \\ & 422710 \end{aligned}$ |  | 1 | D | D | D | a | D | D | D |
|  | terminals .............. | 1 | D | D | D | a | D | D | D |
| 42272 | Petroleum \& petroleum prod whsle (exc bulk stations \& terminals) | 3 | D | D | D | c | D | D | D |
| 422720 | Petroleum \& petroleum prod whsle (exc bulk stations \& terminals) ... |  | D | D | D | c | D | D | D |
| $\begin{aligned} & 4228 \\ & 42281 \\ & 422810 \end{aligned}$ | Beer, wine, \& distilled alcoholic beverage whsle. Beer \& ale whsle. $\qquad$ Beer \& ale whsle. $\qquad$ | $\begin{array}{r} 11 \\ 4 \\ 4 \end{array}$ | D | D | D | e c c c | D D D | D | D |
| 42282 | Wine \& distilled alcoholic beverage whsle | 7 | 115222 | 10615 | 2634 | 310 | 20198 | 15578 | 21886 |
| 422820 | Wine \& distilled alcoholic beverage whsle | 7 | 115222 | 10615 | 2634 | 310 | 20198 | 15578 | 21886 |
| 4228201 | Wine \& distilled alcoholic bev (licensed operation) whsle | 7 | 115222 | 10615 | 2634 | 310 |  | 15578 | 21886 |

Table 1. Summary Statistics for the District: 1997-Con.
[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A]

| NAICS code | Geographic area, type of operation, and kind of business | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | $\begin{array}{r} \text { Paid } \\ \text { employees } \\ \text { for pay } \\ \text { period } \\ \text { including } \\ \text { March 12 } \\ \text { (number) } \end{array}$ | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories ${ }^{\text {r }}$ $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 422 | DISTRICT OF COLUMBIA-Con. <br> Wholesale trade-Con. <br> Wholesale trade, nondurable goodsCon. |  |  |  |  |  |  |  |  |
| 4229 <br> 42291 <br> 422910 | Miscellaneous nondurable goods whsle Farm supplies whsle Farm supplies whsle | $\begin{array}{r} 48 \\ 1 \\ 1 \end{array}$ | D D D | D D D | D | f a a | D | D D D | D D D |
| 42292 422920 | Book, periodical, \& newspaper whsle <br> Book, periodical, \& newspaper whsle | 18 18 | D | D | D | f | D | D | D |
| 42293 422930 | Flower, nursery stock, \& florists' supplies whsle.. Flower, nursery stock, \& florists' supplies whsle. | 5 5 | 12570 12570 | 2968 2968 | 439 439 | 72 72 | 4117 4117 | 197 197 | 266 266 |
| $\begin{aligned} & 42294 \\ & 422940 \end{aligned}$ | Tobacco \& tobacco product whsle... Tobacco \& tobacco product whsle. | 1 | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | D | c | D | D | D |
| $\begin{aligned} & 42295 \\ & 422950 \\ & 4229501 \end{aligned}$ | Paint, varnish, \& supplies whsle Paint, varnish, \& supplies whsle Paint, varnish, \& supplies whsle | 1 1 1 | D | D | D | a | D | D | D |
| 42299 422990 | Other miscellaneous nondurable goods whsle $\qquad$ Other miscellaneous nondurable goods whsle $\qquad$ | 22 22 | D | D | D | c | D | D | D |
|  | Merchant wholesalers........ | 285 | 1090986 | 110594 | 23101 | 3321 | 198410 | 73619 | 85587 |
| 421 | Wholesale trade, durable goods ........ | 134 | 307763 | 37848 | 6429 | 853 | 64691 | 27125 | 27561 |
| 4211 | Motor vehicle \& motor vehicle parts \& supplies whsle. | 15 | D | D | D | c | D | D | D |
| 42111 | Automobile \& other motor vehicle whsle | 4 | D | D | D | b | D | D | D |
| 421110 | Automobile \& other motor vehicle whsle | 4 | D | D | D | b | D | D | D |
| 42112 421120 | Motor vehicle supplies \& new parts whsle | 7 | D | D | D | c | D | D | D |
| 421120 | Motor vehicle supplies \& new parts whsle | 7 | D | D | D | c | D | D | D |
| 4211202 | Motor vehicle supplies \& new parts-jobbers................. | 6 | D | D | D | b | D | D | D |
| $\begin{aligned} & 42114 \\ & 421140 \end{aligned}$ | Motor vehicle parts, (used) whsle ... Motor vehicle parts, (used) whsle . | 4 4 | D | D | D | b | D | D | D |
| 4212 <br> 42121 <br> 421210 4212102 | Furniture \& home furnishings whsle Furniture whsle Furniture whsle Office \& business furniture | $\begin{aligned} & 22 \\ & 13 \\ & 13 \end{aligned}$ | D D D D | D D D D | D | c | D | D | D |
|  | whsle | 8 | D | D | D | b | D | D | D |
| $\begin{aligned} & 42122 \\ & 421220 \end{aligned}$ | Home furnishings whsle $\qquad$ Home furnishings whsle .......... | 9 | D | D | D | b | D | D | D |
| 4213 | Lumber \& other construction materials whsle | 5 | D | D | D | b | D | D | D |
| 42131 | Lumber, plywood, millwork, \& wood panel whsle $\qquad$ | 2 | D | D | D | b | D | D | D |
| 421310 | Lumber, plywood, millwork, \& wood panel whsle | 2 | D | D | D | b | D | D | D |
| 42132 | Brick, stone, \& related construction materials whsle $\qquad$ | 2 | D | D | D | a | D | D | D |
| 421320 | Brick, stone, \& related construction materials whsle $\qquad$ | 2 | D | D | D | a | D | D | D |
| $\begin{aligned} & 42139 \\ & 421390 \end{aligned}$ | Other construction materials whsle . . Other construction materials whsle | 1 1 | D | D | D | a | D | D | D |
| 4214 | Professional \& commercial equipment \& supplies whsle. | 25 | D | D | D | c | D | D | D |
| 42141 | Photographic equipment \& supplies whsle | 25 3 | D | D | D | a | D | D | D |
| 421410 | Photographic equipment \& supplies whsle. | 3 | D | D | D | a | D | D | D |
| $\begin{aligned} & 42142 \\ & 421420 \end{aligned}$ | Office equipment whsle $\qquad$ Office equipment whsle. $\qquad$ | $\begin{aligned} & 4 \\ & 4 \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | D | a | D | D | D |
| 42143 | Computer \& computer peripheral equipment \& software whsle.. | 10 | D | D | D | b | D | D | D |
| 421430 | Computer \& computer peripheral equipment \& software whsle.. | 10 | D | D | D | b | D | D | D |
| 4214301 | Computer \& peripheral equipment whsle. | 7 | D | D | D | b | D | D | D |
| 42143012 | Computers \& peripheral equipment for end use | 6 | D | D | D | b | D | D | D |
| $\begin{aligned} & 42144 \\ & 421440 \end{aligned}$ | Other commercial equipment whsle . Other commercial equipment whsle $\qquad$ | 3 3 | D | D | D | b | D | D | D |
| 42145 421450 | Medical, dental, \& hospital equipment \& supplies whsle . . . . . . . <br> Medical, dental, \& hospital equipment \& supplies whsle..... | 5 5 | D | D | D | a | D | D | D |

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| $\underset{\substack{\text { NAICS } \\ \text { code }}}{ }$ | Geographic area, type of operation, and kind of business | $\begin{aligned} & \text { Establish- } \\ & \text { ments } \\ & \text { (number) } \end{aligned}$ | $\begin{aligned} & \text { Sales } \\ & (\$ 1,000) \end{aligned}$ | $\begin{gathered} \text { Annual } \\ \text { (payrall } \\ \text { (\$1,000) } \end{gathered}$ | $\begin{gathered} \text { First- } \\ \text { quarter } \\ \text { (payroll } \\ \hline \end{gathered}$ | $\begin{array}{r} \text { Paid } \\ \text { employees } \\ \text { for pay } \\ \text { period } \\ \text { including } \\ \text { March } 12 \\ \text { (number) } \end{array}$ | $\begin{gathered} \text { Operating } \\ \text { expenses } \\ (\$ 1,000) \end{gathered}$ | $\begin{gathered} \text { End-of-1996 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ | $\begin{gathered} \text { End-off-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | DISTRICT OF COLUMBIA-Con. <br> Merchant wholesalers-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4215 <br> 42152 <br> 421520 | Metal \& mineral (except petroleum) whsle <br> Coal \& other mineral \& ore whsle Coal \& other mineral \& ore whsle | $\begin{aligned} & 1 \\ & 1 \\ & 1 \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D D D | a a a | D | D | D |
| ${ }_{42161}^{4216}$ | Electrical goods whsle e............ | 15 | D | D | D | b | D | D | D |
| 421610 | supp, \& const material whsle Electrical apparatus \& equip, wiring supp, \& const materia whsle ...................... | 9 9 | D | D | D | b | D | D | D |
| 42162 | Electrical appliance, television \& radio set whsle $\qquad$ | 1 | D | D | D | a | D | D | D |
| 421620 | Electrical appliance, television \& radio set whsle | 1 | D | D | D | a | D | D | D |
| 42169 |  | 5 | D | D | D | a | D | D | D |
| 421690 | Other electronic parts \& equipment whsle | 5 | D | D | D | a | D | D | D |
| 4217 42171 421710 | Hardware, \& plumbing \& heating equipment \& supplies whsle Hardware whsle | 10 6 6 | D | D | D | c | D | D | D |
| 421710 | Hardware whsle ................ |  | D |  | D | b | D |  |  |
| 42172 | Plumbing \& heating equipment \& supplies (hydronics) whsle....... | 2 | D | D | D | b | D | D | D |
| 421720 | Plumbing \& heating equipment \& supplies (hydronics) whsle . | 2 | D | D | D | b | D | D | D |
| 42173 |  | 1 | D | D | D | a | D | D | D |
| 421730 | Warm air heating \& airconditioning equipment \& supplies whsle. | 1 | D | D | D | a | D | D | D |
| 42174 | Refrigeration equipment \& supplies whsle | 1 | D | D | D | a | D | D | D |
| 421740 | Refrigeration equipment \& supplies whsle. | 1 | D | D | D | a | D | D | D |
| 4218 | Machinery, equipment, \& supplies whsle F | 21 | D | D | D | c | D | D | D |
| 42182 | Farm \& garden machinery \& equipment whsle. | 1 | D | D | D | a | D | D | D |
| 421820 | Farm \& garden machinery \& equipment whsle................ | 1 | D | D | D | a | D | D | D |
| 42183 | Industrial machinery \& equipment whsle | 3 | D | D | D | b | D | D | D |
| 421830 | Industrial machinery \& equipment whsle | 3 | D | D | D | , | D | D | D |
| $\begin{aligned} & 42184 \\ & 421840 \end{aligned}$ | Industrial supplies whsle Industrial supplies whsle $\qquad$ | 3 <br> 3 | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | D | ${ }_{\text {a }}$ | D | D | D |
| 42185 | Service establishment equipment \& supplies whsle................ | 10 | D | D | D | b | D | D | D |
| 421850 |  | 10 | D | D | D | b | D | D | D |
| 4218502 | Custodial, janitors' equipment \& supplies whsle. | 6 | D | D | D | b | D | D | D |
| 42186 |  | 4 | D | D | D | a | D | D | D |
| 421860 | Transportation equipment $\&$ supplies (exc motor vehicle) whsle | 4 | D | D | D | a | D | D | D |
| $\begin{aligned} & 4219 \\ & 42191 \end{aligned}$ | Miscellaneous durable goods whsle ... Sporting \& recreational goods \& | 20 | D | D | D | b | D | D | D |
| 421910 | supplies whsle. <br> Sporting \& recreational goods \& supplies whsle. | 2 2 | D | D | D | a | D | D | D |
| 42192 | Toy \& hobby goods \& supplies whsle | 1 | D | D | D | a | D | D | D |
| 421920 | Toy \& hobiby goods \& supplies whsle | 1 | D | D | D | a | D | D | D |
| $\begin{aligned} & 42193 \\ & 421930 \end{aligned}$ | Recyclable material whsle $\begin{aligned} & \text {......... } \\ & \text { Recyclable material whsle }\end{aligned}$....... | $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | b | D | D | ${ }^{\text {D }}$ |
| 42194 | Jewelry/watch/silverware/precious stone, \& precious metal whsle . | 2 | D | D | D | a | D | D | D |
| 421940 | Jewelry/watch/silverware/precious stone, \& precious metal whsle .. | 2 | D | D | D | a | D | D | D |
| 42199 | Other miscellaneous durable goods whsle | 10 | D | D | D | b | D | D | D |
| 421990 | Other miscellaneous durable goods whsle | 10 |  |  |  |  |  | D | D |

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| NAICS code | Geographic area, type of operation, and kind of business | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | $\begin{array}{r} \text { First- } \\ \text { quarter } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Paid } \\ \text { employees } \\ \text { for pay } \\ \text { period } \\ \text { including } \\ \text { March 12 } \\ \text { (number) } \end{array}$ | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories ${ }^{\text {r }}$ (\$1,000) | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | DISTRICT OF COLUMBIA-Con. <br> Merchant wholesalers-Con. |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods ..... | 151 | 783223 | 72746 | 16672 | 2468 | 133719 | 46494 | 58026 |
| $\begin{aligned} & 4221 \\ & 42212 \\ & 422120 \end{aligned}$ | Paper \& paper product whsle Stationery \& office supplies whsle .. Stationery \& office supplies whsle. | $\begin{aligned} & 8 \\ & 7 \\ & 7 \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D D D | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | b | D D D | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D |
| 42213 | Industrial \& personal service paper whsle $\qquad$ | 1 | D | D | D | a | D | D | D |
| 422130 | Industrial \& personal service paper whsle | 1 | D | D | D | a | D | D | D |
| $\begin{aligned} & 4222 \\ & 42221 \end{aligned}$ | Drugs, \& druggists' sundries whsle .... Drugs, \& druggists' sundries whsle . . | 8 | D | D | D | c | D | D | D |
|  | Drugs, \& druggists' sundries whsle | 8 | D | D | D | c | D | D | D |
| $\begin{aligned} & 4223 \\ & 42231 \end{aligned}$ | Apparel, piece goods, \& notions whsle. Piece goods, notions, \& other dry | 14 | D | D | D | b | D | D | D |
|  | goods whsle ................... | 7 | D | D | D | b | D | D | D |
| 422310 | Piece goods, notions, \& other dry goods whsle | 7 | D | D | D | b | D | D | D |
| 4224 | Grocery \& related products whsle ..... | 66 | 395439 | 33122 | 7255 | 1206 | 56977 | 15727 | 16871 |
| 42241 | General-line grocery whsle . . . . . . . . | 14 |  | D | D | c |  | D | D |
| 422410 4224103 | General-line grocery whsle....... | 14 | D | D | D | c | D | D | D |
|  | whsle ................. | 12 | D | D | D | c | D | D | D |
| 42243 | Dairy products, (except dried or canned) whsle. | 1 | D | D | D | a | D | D | D |
| 422430 | Dairy products, (except dried or canned) whsle. | 1 | D | D | D | a | D | D | D |
| $\begin{aligned} & 42244 \\ & 422440 \end{aligned}$ | Poultry \& poultry product whsle ..... . Poultry \& poultry product whsle ... | 3 3 | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | D | b | D | D | D |
| $\begin{aligned} & 42245 \\ & 422450 \end{aligned}$ | Confectionery whsle. Confectionery whsle. | 2 2 | D | D | D | a | D | D | D |
| $\begin{aligned} & 42246 \\ & 422460 \end{aligned}$ | Fish \& seafood whsle................ Fish \& seafood whsle. | 3 3 | D | D | D | b | D | D | D |
| 42247 | Meat \& meat product whsle ........ | 10 | 90435 90435 | 9301 9 | 1953 | 254 | 15 15 15 282 | 3033 3033 | 3 319 3 |
| 422470 | Meat \& meat product whsle ...... | 10 | 90435 | 9301 | 1953 | 254 | 15282 | 3033 | 3319 |
| 42248 | Fresh fruit \& vegetable whsle . . . . . . | 13 | 105188 | 9704 | 2158 | 411 | 18228 | 2464 | 2567 |
| 422480 | Fresh fruit \& vegetable whsle ..... | 13 | 105188 | 9704 | 2158 | 411 | 18228 | 2464 | 2567 |
| 42249 | Other grocery \& related products whsle | 16 | D | D | D | e | D | D | D |
| 422490 | Other grocery \& related products whsle | 16 | D | D | D | e | D | D | D |
| 4225 42251 | Farm-product raw material whsle . .... Grain \& field bean whsle ......... | 1 1 | D | D | D | a | D | D | D |
| 422510 | Grain \& field bean whsie......... | 1 | D | D | D | a | D | D | D |
| 4226 | Chemical \& allied products whsle .... | 2 | D | D | D | a | D | D | D |
|  | Plastics materials \& basic forms \& shapes whsle | 1 | D | D | D | a | D | D | D |
| 422610 | Plastics materials \& basic forms \& shapes whsle | 1 | D | D | D | a | D | D | D |
| 42269 | Other chemical \& allied products whsle $\qquad$ | 1 | D | D | D | a | D | D | D |
| 422690 | Other chemical \& allied products whsle | 1 | D | D | D | a | D | D | D |
| 4227 | Petroleum \& petroleum products |  |  |  |  |  |  |  |  |
| 42271 |  | 3 1 | D | D | D | b | D | D | ${ }_{\text {D }}^{\text {D }}$ |
| 422710 | Petroleum bulk stations \& terminals | 1 | D | D | D | a | D | D | D |
| 42272 | Petroleum \& petroleum prod whsle (exc bulk stations \& terminals) | 2 | D | D | D | a | D | D | D |
| 422720 | Petroleum \& petroleum prod whsle (exc bulk stations \& terminals) ... | 2 | D | D | D | a | D | D | D |
| 4228 | Beer, wine, \& distilled alcoholic beverage whsle. |  |  |  |  |  |  |  |  |
| $\begin{aligned} & 42281 \\ & 422810 \end{aligned}$ | Beer \& ale whsle. Beer \& ale whsle. | $\begin{array}{r} 10 \\ 4 \\ 4 \end{array}$ | D | D | D | c | D | D | D |
| 42282 | Wine \& distilled alcoholic beverage whsle | 6 | D | D | D | e | D | D | D |
| 422820 | Wine \& distilled alcoholic beverage |  |  |  |  | - |  |  |  |
|  | whsle | 6 | D | D | D | e | D | D | D |
| 4228201 | Wine \& distilled alcoholic bev (licensed operation) whsle .... | 6 |  | D | D | e | D | D | D |

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Table 1. Summary Statistics for the District: 1997-Con.
[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A]

| NAICS code | Geographic area, type of operation, and kind of business | Establish(number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | First- quarter payroll $(\$ 1,000)$ | $\begin{array}{r} \text { Paid } \\ \text { employees } \\ \text { for pay } \\ \text { period } \\ \text { including } \\ \text { March } 12 \\ \text { (number) } \end{array}$ | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories ${ }^{r}$ $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | DISTRICT OF COLUMBIA-Con. |  |  |  |  |  |  |  |  |
|  | Agents, brokers, and commission merchants | 23 | 490044 | 5781 | 1592 | 200 | 12177 | 44 | 47 |
| 421 | Wholesale trade, durable goods ........ | 13 | D | D | D | b | D | D | D |
| 4212 | Furniture \& home furnishings whsle ... | 5 | D | D | D | a | D | D | D |
| 4214 | Professional \& commercial equipment \& supplies whsle | 3 | D | D | D | b | D | D | D |
| 42143 | Computer \& computer peripheral equipment \& software whsle | 3 | D | D | D | b | D | D | D |
| 421430 | Computer \& computer peripheral equipment \& software whsle. | 3 | D | D | D | b | D | D | D |
| 4214301 | Computer \& peripheral |  |  |  |  |  |  |  |  |
|  | equipment whsle............ | 3 | D | D | D | b | D | D | D |
| 42143012 | Computers \& peripheral equipment for end use. ..... | 2 | D | D | D | b | D | D | D |
| 4216 | Electrical goods whsle .............. | 1 | D | D | D | a | D | D | D |
| 4218 | Machinery, equipment, \& supplies whsle | 2 | D | D | D | a | D | D | D |
| 4219 | Miscellaneous durable goods whsle ... | 2 | D | D | D | a | D | D | D |
| 422 | Wholesale trade, nondurable goods ..... | 10 | D | D | D | c | D | D | D |
| 4221 | Paper \& paper product whsle . . . . . . . | 1 | D | D | D | a | D | D | D |
| 4223 | Apparel, piece goods, \& notions whsle. | 5 | D | D | D | a | D | D | D |
| 4227 | Petroleum \& petroleum products whsle | 1 | D | D | D | c | D | D | D |
| 42272 | Petroleum \& petroleum prod whsle (exc bulk stations \& terminals) | 1 | D | D | D | c | D | D | D |
| 422720 | Petroleum \& petroleum prod whsle (exc bulk stations \& terminals) ... | 1 | D | D | D | c | D | D | D |
| 4228 | Beer, wine, \& distilled alcoholic beverage whsle. | 1 | D | D | D | a | D | D | D |
| 4229 | Miscellaneous nondurable goods whsle $\qquad$ | 2 | D | D | D | a | D | D | D |

Table 2. Percent of Sales Data Based on Administrative Records and Estimation for the District: 1997
[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A]


Table 2. Percent of Sales Data Based on Administrative Records and Estimation for the District: 1997-Con.
[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A]

| NAICS code | Geographic area and kind of business | All types of operation percent of sales- |  | Merchant wholesalers percent of sales- |  | Manufacturers' sales branches and offices percent of sales - |  | Agents, brokers, and commission merchants percent of sales- |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | From administrative records ${ }^{1}$ | Estimated ${ }^{2}$ | From administrative records ${ }^{1}$ | Estimated ${ }^{2}$ | From administrative records ${ }^{1}$ | Estimated ${ }^{2}$ | From administrative records ${ }^{1}$ | Estimated ${ }^{2}$ |
| 42 | DISTRICT OF COLUMBIA-Con. Wholesale trade-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| $\begin{aligned} & 4218 \\ & 42182 \\ & 421820 \end{aligned}$ | Machinery, equipment, \& supplies whsle <br> Farm \& garden machinery \& equipment whsle Farm \& garden machinery \& equipment whsle. | D D D | D D D | D D D | D D D | D | D | D | D |
| $\begin{aligned} & 42183 \\ & 421830 \end{aligned}$ | Industrial machinery \& equipment whsle. ...... . Industrial machinery \& equipment whsle..... | D | D | D | D | - | - | - | - |
| $\begin{aligned} & 42184 \\ & 421840 \\ & 4218406 \end{aligned}$ | Industrial supplies whsle Industrial supplies whsle $\qquad$ Other industrial supplies whsle $\qquad$ | D | D D D | D | D | D | D | - | - |
| 42185 | Service establishment equipment \& supplies whsle | D | D | D | D | - | - | - | - |
| 421850 | Service establishment equipment \& supplies whsle. | D | D | D | D | - | - | _ | - |
| 4218502 |  | D | D | D | D | - | - | - | - |
| 4218504 | Other service establishment equipment \& supplies whsle | D | D | - | - | - | - | - | - |
| 42186 | Transportation equipment \& supplies (exc motor vehicle) whsle. | D | D | D | D | - | - | - | - |
| 421860 | Transportation equipment \& supplies (exc motor vehicle) whsle. | D | D | D | D | - | - | - | - |
| $\begin{aligned} & 4219 \\ & 42191 \end{aligned}$ | Miscellaneous durable goods whsle $\qquad$ Sporting \& recreational goods \& supplies | D | D | D | D | - | - | D | D |
| 421910 | whsle <br> Sporting \& recreational goods \& supplies whsle | D | D | D | D | - | - | - | - |
| $\begin{aligned} & 42192 \\ & 421920 \end{aligned}$ | Toy \& hobby goods \& supplies whsle ......... Toy \& hobby goods \& supplies whsle ....... | D | D | D | D | - | - | - | - |
| $\begin{aligned} & 42193 \\ & 421930 \end{aligned}$ | Recyclable material whsle $\qquad$ Recyclable material whsle $\qquad$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | D | D | - | - | - | - |
| 42194 | Jewelry/watch/silverware/precious stone, \& precious metal whsle | D | D | D | D | - | - | - | - |
| 421940 | Jewelry/watch/silverware/precious stone, \& precious metal whsle | D | D | D | D | - | - | - | - |
| $\begin{aligned} & 42199 \\ & 421990 \end{aligned}$ | Other miscellaneous durable goods whsle ..... Other miscellaneous durable goods whsle .. . | D | D | D | D | - | - | - | - |
| 422 | Wholesale trade, nondurable goods ............. | D | D | 7.6 | 1.4 | D | D | D | D |
| $\begin{aligned} & 4221 \\ & 42212 \\ & 422120 \end{aligned}$ | Paper \& paper product whsle Stationery \& office supplies whsle ............... Stationery \& office supplies whsle | D D D | D | D D D | D <br> D <br> D | - | - | D | D |
| $\begin{aligned} & 42213 \\ & 422130 \end{aligned}$ | Industrial \& personal service paper whsle ..... Industrial \& personal service paper whsle ... | D | D | D | D | - | - | - | - |
| $\begin{aligned} & 4222 \\ & 42221 \\ & 422210 \end{aligned}$ | Drugs, \& druggists' sundries whsle Drugs, \& druggists' sundries whsle .............. Drugs, \& druggists' sundries whsle | D | D | D <br> D <br> D | D D D | - | D | - | - |
| $\begin{aligned} & 4223 \\ & 42231 \\ & 422310 \end{aligned}$ | Apparel, piece goods, \& notions whsle . $\qquad$ Piece goods, notions, \& other dry goods whsle. Piece goods, notions, \& other dry goods | D | D | D | D | D | D | D | D |
| 4223101 | whsle <br>  | D | D | D | D | - | - | - | - |
| 4224 <br> 42241 <br> 422410 <br> 4224103 | Grocery \& related products whsle $\qquad$ General-line grocery whsle General-line grocery whsle Other general-line grocery whsle | 12.8 ${ }^{12}$ D ${ }^{\text {d }}$ | 1.6 D D D | 12.8 D D D | 1.6 D D D | - | - | - | - |
| 42243 | Dairy products, (except dried or canned) whsle. | D | D | D | D | - | - | - | - |
| 422430 | Dairy products, (except dried or canned) whsle. | D | D | D | D | - | - | - | - |
| $\begin{aligned} & 42244 \\ & 422440 \end{aligned}$ | Poultry \& poultry product whsle $\qquad$ Poultry \& poultry product whsle .............. | D | D | D | D | - | - | - | - |
| $\begin{aligned} & 42245 \\ & 422450 \end{aligned}$ | Confectionery whsle $\ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots$ Confectionery whsle $\ldots \ldots \ldots \ldots \ldots$ | D | D | ${ }_{\text {D }}^{\text {D }}$ | D | - | - | - | - |
| $\begin{aligned} & 42246 \\ & 422460 \end{aligned}$ | Fish \& seafood whsle Fish \& seafood whsle $\qquad$ $\qquad$ | D | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | D | - | - | - | - |
| $\begin{aligned} & 42247 \\ & 422470 \end{aligned}$ | Meat \& meat product whsle $\qquad$ Meat \& meat product whsle. $\qquad$ | 1.0 1.0 | - | 1.0 1.0 | - | - | - | - | - |
| $\begin{aligned} & 42248 \\ & 422480 \end{aligned}$ | Fresh fruit \& vegetable whsle $\qquad$ Fresh fruit \& vegetable whsle $\qquad$ | $\begin{aligned} & 18.2 \\ & 18.2 \end{aligned}$ | . 7 | $\begin{aligned} & 18.2 \\ & 18.2 \end{aligned}$ | . 7 | - | - | - | - |
| $\begin{aligned} & 42249 \\ & 422490 \end{aligned}$ | Other grocery \& related products whsle $\qquad$ Other grocery \& related products whsle ..... | D | D | D | D | - | - | - | - |
| $\begin{aligned} & 4225 \\ & 42251 \\ & 422510 \end{aligned}$ |  <br> Grain \& field bean whsle | D D D | D | D <br> D <br> D | D D D | - | - | - | - |

Table 2. Percent of Sales Data Based on Administrative Records and Estimation for the District: 1997-Con.
[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A]

| NAICS code | Geographic area and kind of business | All types of operation percent of sales- |  | Merchant wholesalers percent of sales- |  | Manufacturers' sales branches and offices percent of sales - |  | Agents, brokers, and commission merchants percent of sales - |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | From administrative records ${ }^{1}$ | Estimated ${ }^{2}$ | adminis records ${ }^{1}$ | Estimated ${ }^{2}$ | From administrative records ${ }^{1}$ | Estimated ${ }^{2}$ | From administrative records ${ }^{1}$ | Estimated ${ }^{2}$ |
|  | DISTRICT OF COLUMBIA-Con. |  |  |  |  |  |  |  |  |
| 42 | Wholesale trade-Con. |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| $\begin{aligned} & 4226 \\ & 42261 \end{aligned}$ | Chemical \& allied products whsle. $\qquad$ Plastics materials \& basic forms \& shapes | D | D | D | D | D | D | - | - |
|  | whsle.................................. | D | D | D | D | - | - | - | - |
| 422610 | Plastics materials \& basic forms \& shapes whsle. | D | D | D | D | - | _ | - | _ |
| $\begin{aligned} & 42269 \\ & 422690 \end{aligned}$ | Other chemical \& allied products whsle ....... . Other chemical \& allied products whsle ..... | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | D | - | - | - | - |
| $\begin{aligned} & 4227 \\ & 42271 \end{aligned}$ | Petroleum \& petroleum products whsle Petroleum bulk stations \& terminals | D | D | D | D | - | - | D | D |
| 422710 | Petroleum bulk stations \& terminals ......... | D | D | D | D | - | - | - | - |
| 42272 | Petroleum \& petroleum prod whsle (exc bulk stations \& terminals) | D | D | D | D | - | - | D | D |
| 422720 | Petroleum \& petroleum prod whsle (exc bulk stations \& terminals) |  | D | D | D | - | _ | D | D |
| $\begin{aligned} & 4228 \\ & 42281 \end{aligned}$ | Beer, wine, \& distilled alcoholic beverage whsle . . Beer \& ale whsle | D | D | D | D | - | - | D | D |
| 422810 | Beer \& ale whsie ........................... | D | D | D | D | - | - | - | - |
| $\begin{aligned} & 42282 \\ & 422820 \end{aligned}$ | Wine \& distilled alcoholic beverage whsle ..... Wine \& distilled alcoholic beverage whsle .. | - | - | D | D | - | - | - | - |
| 4228201 | Wine \& distilled alcoholic bev (licensed operation) whsle | - | - | D | D | - | - | - | - |
| 4229 | Miscellaneous nondurable goods whsle . . . . . . . . | D | D | D | D | D | D | D | D |
| $\begin{aligned} & 42291 \\ & 422910 \end{aligned}$ | Farm supplies whsle <br> Farm supplies whsle | D | D | D | D | - | - | - | - |
| $\begin{aligned} & 42292 \\ & 422920 \end{aligned}$ | Book, periodical, \& newspaper whsle .......... Book, periodical, \& newspaper whsle | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | D | D | D | - | - |
| 42293 | Flower, nursery stock, \& florists' supplies whsle. | - | 10.1 | - | 10.1 | - | - | - | - |
| 422930 | Flower, nursery stock, \& florists' supplies whsle | - | 10.1 | _ | 10.1 | - | _ | - | _ |
| $\begin{aligned} & 42294 \\ & 422940 \end{aligned}$ | Tobacco \& tobacco product whsle ............. . . Tobacco \& tobacco product whsle | D | D | D | D | - | - | - | - |
| $\begin{aligned} & 42295 \\ & 422950 \\ & 4229501 \end{aligned}$ | Paint, varnish, \& supplies whsle $\qquad$ Paint, varnish, \& supplies whsle. Paint, varnish, \& supplies whsle | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D D D | - | - | - - - | - | - | - |
| $\begin{aligned} & 42299 \\ & 422990 \end{aligned}$ | Other miscellaneous nondurable goods whsle Other miscellaneous nondurable goods whsle. | D | D | D | D | - | - | - | - |

${ }^{1}$ Includes sales information obtained from administrative records of other Federal agencies.
${ }^{2}$ Includes sales information which was imputed based on historic company ratios or administrative records, or on industry averages.

Table 3. Summary Statistics for Metropolitan Areas: 1997
 MSAs, and PMSAs), see Appendix E]

| NAICS code | Geographic area, type of operation, and kind of business | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | Annual payroll $(\$ 1,000)$ | Firstquarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories ${ }^{r}$ $(\$ 1,000)$ | End-of-1997 inventories ${ }^{r}$ $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA |  |  |  |  |  |  |  |  |
| 42 | Wholesale trade . . . . . . . . . | 8247 | 80810198 | 5174022 | 1279409 | 123675 | 9800975 | 4194416 | 4409379 |
| 421 | Wholesale trade, durable goods ........ | 5718 | D | D | D | 1 | D | D | D |
| 4211 | Motor vehicle \& motor vehicle parts \& supplies whsle. | 533 | 18821241 | 285973 | 70075 | 8304 | 714019 | 708797 | 722800 |
| 42111 | Automobile \& other motor vehicle whsle | 162 | 16553996 | 117905 | 29391 | 3376 | 380747 | 323267 | 311016 |
| 421110 | Automobile \& other motor vehicle |  |  |  |  |  |  |  |  |
| $\begin{aligned} & 4211101 \\ & 4211102 \end{aligned}$ | whsle Automobile \& motorcycle whsle. Bus \& recreational vehicle | 162 89 | 16553996 | 117905 D | 29391 | 3376 | 380747 | 323267 D | 311016 |
|  | whsle ...................... | 9 | D | D | D | c | D | D | D |
| 4211103 | Light truck \& van (14,000 lb or less) whsle. | 14 | D | D | D | e | D | D | D |
| 4211104 | Medium truck \& tractor (14,001 | 12 |  |  |  |  |  |  |  |
| 4211105 | lb to $26,000 \mathrm{lb}$ ) whsle. ......... <br> Heavy truck \& tractor (over | 12 38 | D | D | D | e | D | D | D |
| 42112 | Motor vehicle supplies \& new parts whsle | 214 | D | D | D | h | D | D | D |
| 421120 | Motor vehicle supplies \& new parts whsle | 214 | D | D | D | h | D | D | D |
| 4211201 | Motor vehicle supplies \& new parts - warehouse distributors . | 93 | D | D | D | g | D | D | D |
| 4211202 | Motor vehicle supplies \& new parts-jobbers. $\qquad$ | 112 | D | D | D | g | D | D | D |
| 4211203 | Petroleum products marketing equipment whsle. | 9 | D | D | D | b | D | D | D |
| $\begin{aligned} & 42113 \\ & 421130 \end{aligned}$ | Tire \& tube whsle Tire \& tube whsle $\qquad$ $\qquad$ | 32 32 | D | D | D | e | D | D | D |
| $\begin{aligned} & 42114 \\ & 421140 \end{aligned}$ | Motor vehicle parts, (used) whsle ... Motor vehicle parts, (used) whsle . | 125 125 | D | D | D | g | D | D | D |
| ${ }_{42121}$ | Furniture \& home furnishings whsle . . . Furniture whsle | 416 221 | D | D | D | h g | D | D | D |
| 421210 | Furniture whsle . . . . . . . . . . . . . . . | 221 | D | D | D | g | D | D | D |
| 4212101 | Household \& lawn furniture whsle | 73 | D | D | D | e | D | D | D |
| 4212102 | Office \& business furniture whsle | 148 | D | D | D | g | D | D | D |
| 42122 | Home furnishings whsle . . . . . . . . . | 195 | D | D | D |  | D | D | D |
| 421220 | Home furnishings whsle ........ | 195 | D | D | D | g | D | D | D |
| 4212201 | Household china, glassware, \& crockery whsle | 33 | D | D | D | e | D | D | D |
| 4212202 | Linens, domestics, draperies, \& curtains whsle $\qquad$ | 36 | D | D | D | e | D | D |  |
| 4212203 | Floor coverings whsle .......... | 74 | D | D | D | g | D | D | D |
| 4212204 | Other home furnishings whsle .. | 52 | 125459 | 15822 | 3930 | 502 | 28183 | 9764 |  |
| 4213 | Lumber \& other construction materials whsle | 288 | D | D | D | h | D | D | D |
| 42131 | Lumber, plywood, millwork, \& wood panel whsle | 127 | D | D | D | g | D | D | D |
| 421310 | Lumber, plywood, millwork, \& wood panel whsle. |  |  |  |  | g |  |  |  |
| 4213101 | wood panel whsle. $\qquad$ <br> Lumber without yard whsle . $\qquad$ | 127 10 | D | D | D | g | D | D | D |
| 4213102 | Lumber with yard whsle........ | 23 | 224926 | 17259 | 4123 | 590 | 33363 | 30076 | 27349 |
| 4213103 | Plywood, veneer, millwork, \& wood panel whsle. | 94 | D | D | D | g | D | D | D |
| 42132 | Brick, stone, \& related construction materials whsle $\qquad$ | 58 | D | D | D | e | D | D | D |
| 421320 | Brick, stone, \& related construction materials whsle. | 58 | D | D | D | e | D | D | D |
| 4213201 | Brick, block, tile, clay/cement sewer pipe whsle |  |  |  |  |  |  |  |  |
| 4213202 | sewer pipe whsle Sand, gravel, \& stone whsle . . . | 29 21 | D | D | D | c | D | D | D |
| 4213203 | Cement, lime, \& related products whsle | 8 | D | D | D | b | D | D | D |
| 42133 | Roofing, siding, \& insulation material whsle | 38 | D | D | D | e | D | D | D |
| 421330 | Roofing, siding, \& insulation material whsle | 38 | D | D | D | e | D | D | D |
| 4213301 | Roofing, siding, \& insulation material whsle | 38 | D | D | D | e | D | D | D |
| $\begin{aligned} & 42139 \\ & 421390 \end{aligned}$ | Other construction materials whsle . . Other construction materials | 65 | D | D | D | f | D | D | D |
|  | whsle ....................... | 65 | D | D | D | f | D | D | D |
| 4213901 | Flat glass \& other construction glass whsle | 12 | D | D | D | c | D | D | D |
| 4213902 | Other construction materials whsle | 53 | D | D | D | e | D | D | D |

Table 3. Summary Statistics for Metropolitan Areas: 1997-Con.
 MSAs, and PMSAs), see Appendix E]


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 MSAs, and PMSAs), see Appendix E]

| NAICS code | Geographic area, type of operation, and kind of business | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | Firstquarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories ${ }^{r}$ $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 422 | WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA-Con. <br> Wholesale trade-Con. <br> Wholesale trade, nondurable goodsCon. |  |  |  |  |  |  |  |  |
| 4227 | Petroleum \& petroleum products whsle | 98 | D | D | D | h | D | D | D |
| $\begin{aligned} & 42271 \\ & 422710 \end{aligned}$ | Petroleum bulk stations \& terminals . Petroleum bulk stations \& | 56 | D | D | D | g | D | D | D |
|  | terminals $\ldots \ldots \ldots \ldots \ldots \ldots \ldots$ | 56 | D | D | D | g | D | D | D |
| 4227101 | Petroleum bulk stations \& terminals (except LP). | 53 | D | D | D | g | D | D | D |
| 42271011 | Petroleum bulk stations (except LP) | 36 | D | D | D | f | D | D | D |
| 42271012 | Petroleum bulk terminals (except LP) | 17 | D | D | D | f | D | D | D |
| 4227102 | Liquefied petroleum bulk stations \& terminals | 3 | D | D | D | a | D | D | D |
| 42272 | Petroleum \& petroleum prod whsle (exc bulk stations \& terminals) | 42 | D | D | D | g | D | D | D |
| 422720 | Petroleum \& petroleum prod whsle (exc bulk stations \& terminals) ... | 42 | D | D | D | g | D | D | D |
| 4228 | Beer, wine, \& distilled alcoholic beverage whsle. | 117 | D | D | D | h | D | D | D |
| $\begin{aligned} & 42281 \\ & 422810 \end{aligned}$ | Beer \& ale whsle. Beer \& ale whsle. | 49 49 | D | D | D | g g | D | D | D |
| 42282 | Wine \& distilled alcoholic beverage whsle | 68 | D | D | D | g | D | D | D |
| 422820 | Wine \& distilled alcoholic beverage whsle | 68 | D | D | D | g | D | D | D |
| 4228201 | Wine \& distilled alcoholic bev (licensed operation) whsle .... | 68 | D | D | D | g | D | D | D |
| 4229 | Miscellaneous nondurable goods whsle | 608 | 3043642 | 212456 | 49334 | 7052 | 430730 | 178308 | 202077 |
| 42291 | Farm supplies whsle ............... | 52 | D | D | D |  | D | D | D |
| 422910 | Farm supplies whsle ........... | 52 | D | D | D | f | D | D | D |
| 4229101 4229102 | Farm supplies-farm dealers ... Farm supplies-whsle | 19 | D | D | D | c |  | D | D |
| 4229102 | distributors . . . . . . . . . . . . | 33 | D | D | D | f | D | D | D |
| 42292 | Book, periodical, \& newspaper whsle | 145 | D | D | D | h | D | D | D |
| 422920 | Book, periodical, \& newspaper whsle | 145 | D | D | D | h | D | D | D |
| 42293 | Flower, nursery stock, \& florists' supplies whsle. | 62 | D | D | D | f | D | D | D |
| 422930 | Flower, nursery stock, \& florists' supplies whsle. | 62 | D | D | D | f | D | D | D |
| $\begin{aligned} & 42294 \\ & 422940 \end{aligned}$ | Tobacco \& tobacco product whsle... Tobacco \& tobacco product whsle. | 26 26 | $\begin{aligned} & 803774 \\ & 803774 \end{aligned}$ | $\begin{aligned} & 28528 \\ & 28528 \end{aligned}$ | $\begin{aligned} & 7369 \\ & 7369 \end{aligned}$ | 1199 1199 | $\begin{aligned} & 51682 \\ & 51682 \end{aligned}$ | $\begin{aligned} & 37691 \\ & 37691 \end{aligned}$ | $\begin{aligned} & 44896 \\ & 44896 \end{aligned}$ |
| $\begin{aligned} & 42295 \\ & 422950 \\ & 4229501 \end{aligned}$ | Paint, varnish, \& supplies whsle .... Paint, varnish, \& supplies whsle Paint, varnish, \& supplies whsle $\qquad$ | 61 61 61 | D | D | D | ${ }_{\text {f }}$ | D | D | D |
| 42299 | Other miscellaneous nondurable goods whsle $\qquad$ | 262 | D | D | D | g | D | D | D |
| 422990 | Other miscellaneous nondurable goods whsle | 262 | D | D |  |  |  | D |  |
| 4229901 | Art goods whsle ................ | 81 | D | D | D | e | D | D | D |
| 4229902 4229904 | General merchandise (nondurable goods) whsle. Other nondurable goods whsle . | 65 112 | D | ${ }_{\text {D }}^{\text {D }}$ | D | ${ }_{\text {e }}^{\text {f }}$ | D | D | D |
|  | Merchant wholesalers. | 6608 | D | D | D | 1 | D | D | D |
| 421 | Wholesale trade, durable goods ........ | 4570 | D | D | D | I | D | D | D |
| 4211 | Motor vehicle \& motor vehicle parts \& supplies whsle | 489 | D | D | D | i | D | D | D |
| 42111 | Automobile \& other motor vehicle whsle | 144 | D | D | D | h | D | D | D |
| 421110 | Automobile \& other motor vehicle whsle | 144 | D | D | D | h | D | D | D |
| 4211101 4211102 | Automobile \& motorcycle whsle. Bus \& recreational vehicle | 79 | D | D | D | f | D | D | D |
|  | whsle ...................... | 8 | D | D | D | c | D | D | D |
| 4211103 | Light truck \& van ( $14,000 \mathrm{lb}$ or less) whsle. | 9 | D | D | D | e | D | D | D |
| 4211104 | Medium truck \& tractor $(14,001$ lb to $26,000 \mathrm{lb}$ ) whsle. . . . . . . . . | 11 | D | D | D | e | D | D | D |
| 4211105 | Heavy truck \& tractor (over 26,000 lb) whsle . $\qquad$ | 37 | D | D | D | f | D | D | D |
| 42112 | Motor vehicle supplies \& new parts whsle $\qquad$ | 189 | D | D | D | g | D | D | D |
| 421120 | Motor vehicle supplies \& new parts whsle | 189 | D | D | D | g | D | D | D |
| 4211201 | Motor vehicle supplies \& new parts-warehouse distributors . | 86 | D | D | D | f | D | D | D |
| 4211202 | Motor vehicle supplies \& new parts-jobbers. | 94 | D | D | D | g | D | D | D |
| 4211203 | Petroleum products marketing equipment whsle. | 9 | D | D | D | b | D | D | D |
| $\begin{aligned} & 42113 \\ & 421130 \end{aligned}$ | Tire \& tube whsle $\qquad$ <br> Tire \& tube whsle $\qquad$ | $\begin{aligned} & 31 \\ & 31 \end{aligned}$ | D | D | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | e | D | D | D |

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 MSAs, and PMSAs), see Appendix E]


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| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA-Con. <br> Merchant wholesalers-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4214 | Professional \& commercial equipment \& supplies whsle-Con. |  |  |  |  |  |  |  |  |
| 42149 | Other professional equipment \& supplies whsle. | 66 | D | D | D | f | D | D | D |
| 421490 | Other professional equipment \& supplies whsle. | 66 | D | D | D | f | D | D | D |
| 4214901 | Religious \& school supplies |  |  |  |  |  |  |  |  |
|  | whsle | 11 | D | D | D | b | D | D | D |
| 4214902 | Other professional equipment \& supplies whsle. | 55 | D | D | D | f | D | D | D |
| 4215 | Metal \& mineral (except petroleum) whsle | 135 | D | D | D | g | D | D | D |
| 42151 | Metal service centers \& offices ..... | 122 | 1155051 | 66750 | 14257 | 1852 | 121904 | 72674 | 78161 |
| 421510 | Metal service centers \& offices . $\ldots$ | 122 | 1155051 | 66750 | 14257 | 1852 | 121904 | 72674 | 78161 |
|  | Ferrous metal service centers \& sales offices. | 100 | D | D | D | g | D | D | D |
| 42151011 | Ferrous metal service centers | 65 | D | D | D | g | D | D | D |
| $\begin{aligned} & 42151012 \\ & 4215102 \end{aligned}$ | Ferrous metal sales offices... Nonferrous metal service | 35 | D | D | D | ${ }_{\text {e }}$ | D | D | D |
|  | Nonferrous metal senvice centers \& sales offices ...... | 22 | D | D | D | e | D | D | D |
| 42151021 | Nonferrous metal service centers | 17 | D | D | D | e | D | D | D |
| 42152 | Coal \& other mineral \& ore whsle ... | 13 | D | D | D | b | D | D | D |
|  |  | $\begin{array}{r}13 \\ 7 \\ \hline\end{array}$ | D | D | D | b | D | D | D |
| 4215202 | Other mineral \& ore whsle ..... | 6 | D | D | D | b | D | D | D |
| 4216 | Electrical goods whsle ............... | 571 | D | D | D | i | D | D | D |
| 42161 | Electrical apparatus \& equip, wiring supp, \& const material whsle ...... | 150 | D | D | D | g | D | D | D |
| 421610 | Electrical apparatus \& equip, wiring supp, \& const material whsle $\qquad$ | 150 | D | D | D | g | D | D | D |
| 42162 | Electrical appliance, television \& radio set whsle | 50 | D | D | D | f | D | D | D |
| 421620 | Electrical appliance, television \& radio set whsle | 50 | D | D | D | $f$ | D | D | D |
| 42169 | Other electronic parts \& equipment whsle $\qquad$ | 371 | D | D | D | h | D | D | D |
| 421690 | Other electronic parts \& equipment whsle | 371 | D | D | D | h | D | D | D |
| 4216901 | Communications equipment \& supplies whsle | 194 | D | D | D | h | D | D | D |
| 4216902 | Electronic parts (excluding communications equipment) whsle | 177 | D | D | D | g | D | D | D |
| 4217 | Hardware, \& plumbing \& heating equipment \& supplies whsle . | 382 | D | D | D | h |  | D |  |
| $\begin{aligned} & 42171 \\ & 421710 \end{aligned}$ | Hardware whsle $\qquad$ Hardware whsle $\qquad$ | 165 165 | D | D | D | g g | D | D | D |
| 42172 | Plumbing \& heating equipment \& supplies (hydronics) whsle | 78 | D | D | D | f | D | D | D |
| 421720 | Plumbing \& heating equipment \& supplies (hydronics) whsle ...... | 78 | D | D | D | 1 | D | D | D |
| 42173 | Warm air heating \& air-conditioning equipment \& supplies whsle ....... | 113 | D | D | D | g | D | D | D |
| 421730 | Warm air heating \& airconditioning equipment \& supplies whsle $\qquad$ | 113 | D | D | D | g | D | D | D |
| 42174 | Refrigeration equipment \& supplies whsle | 26 | D | D | D | c | D | D | D |
| 421740 | Refrigeration equipment \& supplies whsle. | 26 | D | D | D | c | D | D | D |
| 4218 | Machinery, equipment, \& supplies whsle | 906 | D | D | D | i | D | D | D |
| 42181 | Construction \& mining (except petroleum) machinery \& equip whsle $\qquad$ | 90 | D | D | D | g | D | D | D |
| 421810 | Construction \& mining (except petroleum) machinery \& equip whsle $\qquad$ | 90 | D | D | D | g | D | D | D |
| 42182 | Farm \& garden machinery \& equipment whsle. | 64 | D | D | D | f | D | D | D |
| 421820 | Farm \& garden machinery \& equipment whsle $\qquad$ | 64 | D | D | D | f | D | D | D |
| 4218201 | Farm machinery \& equipmentfarm dealers | 48 | D | D | D | e | D | D | D |
| 4218202 | Farm machinery \& equipmentwhsle distributors | 10 | D | D | D | b | D | D | D |
| 4218203 | Lawn \& garden machinery \& equipment whsle............... | 6 | D | D | D | b | D | D | D |

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| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA-Con. <br> Merchant wholesalers-Con. <br> Wholesale trade, nondurable goodsCon. |  |  |  |  |  |  |  |  |
| $\begin{aligned} & 4224 \\ & 42247 \\ & 422470 \end{aligned}$ | Grocery \& related products whsleCon. <br> Meat \& meat product whsle Meat \& meat product whsle | 48 48 | D | D | D | $\mathrm{f}_{\mathrm{f}}$ | D | D | D |
| $\begin{aligned} & 42248 \\ & 422480 \end{aligned}$ | Fresh fruit \& vegetable whsle....... Fresh fruit \& vegetable whsle ..... | 90 90 | D | D | D | g g | D | D | D |
| 42249 422490 | Other grocery \& related products whsle Other grocery \& related products | 219 | 1241090 | 127594 | 31021 | 4583 | 244167 | 96914 | 87644 |
| $\begin{aligned} & 4224901 \\ & 4224902 \\ & 4224903 \\ & 4224904 \\ & 4224905 \end{aligned}$ | whsle Coffee, tea, \& spice whsle Bread \& baked goods whsle Soft drinks whsle Canned goods whsle $\qquad$ <br> Food \& beverage basic | 219 37 45 33 22 | $\begin{array}{rr}1241090 \\ & \text { D } \\ \\ & \text { D } \\ & \text { D } \\ & \text { D }\end{array}$ | 127594 D D D D | 31021 D D D D | 4583 $e$ g f f | 244167 D D D D | 96914 D D D D | 87644 D D D D |
| 4224906 | materials whsle Other grocery specialties whsle. | 74 | 114003 D | 7746 D | 1981 D | 222 9 | 19180 | 22754 | 21423 D |
| $\begin{aligned} & 4225 \\ & 42251 \\ & 422510 \end{aligned}$ | Farm-product raw material whsle ..... Grain \& field bean whsle . $\qquad$ Grain \& field bean whsle . . . . . . . . . | 27 14 14 | D D D | D D D | D | c | D | D | D |
| $\begin{aligned} & 4226 \\ & 42261 \end{aligned}$ | Chemical \& allied products whsle . $\ldots$. Plastics materials \& basic forms \& | 163 | D | D | D | g | D | D | D |
| 422610 | shapes whsle Plastics materials \& basic forms \& shapes whsle $\qquad$ | 38 38 | D | D | D | e | D | D | D |
| 42269 | Other chemical \& allied products whsle $\qquad$ | 125 | D | D | D | g | D | D | D |
| 422690 | Other chemical \& allied products whsle | 125 | D | D | D | g | D | D | D |
| 4226901 | Industrial gases (except LP) whsle | 13 | D | D | D | c | D | D | D |
| 4226902 | Other chemical \& allied products whsle $\qquad$ | 112 | 316536 |  | 7897 | 826 | 68298 | 19152 | 19520 |
| 4227 | Petroleum \& petroleum products whsle $\qquad$ | 73 | D | D | D | g | D | D | D |
| $\begin{aligned} & 42271 \\ & 422710 \end{aligned}$ | Petroleum bulk stations \& terminals . Petroleum bulk stations \& | 40 | D | D | D | g | D | D | D |
|  | terminals .................... | 40 | D | D | D | g | D | D | D |
| 4227101 | Petroleum bulk stations \& terminals (except LP).......... | 37 | D | D | D | g | D | D | D |
| 42271011 | Petroleum bulk stations (except LP) | 32 | D | D | D | f | D | D | D |
| 4227102 | Liquefied petroleum bulk stations \& terminals | 3 | D | D | D | a | D | D | D |
| 42272 | Petroleum \& petroleum prod whsle (exc bulk stations \& terminals) . . . . . | 33 | D | D | D | e | D | D | D |
| 422720 | Petroleum \& petroleum prod whsle (exc bulk stations \& terminals) ... | 33 | D | D | D | e | D | D | D |
| $\begin{aligned} & 4228 \\ & 42281 \\ & 422810 \end{aligned}$ | Beer, wine, \& distilled alcoholic beverage whsle. Beer \& ale whsle. Beer \& ale whsle. | 103 48 48 | D D D | D D D | D D D | h g g | D D D | D | D D D |
| 42282 | Wine \& distilled alcoholic beverage whsle | 55 | 809924 | 80478 | 18933 | 2067 | 140744 | 109136 | 117832 |
| 422820 | Wine \& distilled alcoholic beverage whsle | 55 | 809924 |  | 18933 | 2067 | 140744 | 109136 | 117832 |
| 4228201 | Wine \& distilled alcoholic bev (licensed operation) whsle .... | 55 |  |  |  | 2067 |  |  |  |
| 4229 | Miscellaneous nondurable goods whsle | 508 |  |  |  | i |  |  |  |
| 42291 | Farm supplies whsle . . . . . . . . . . . . . . | 45 | D | D | D | f | D | D | D |
| 422910 | Farm supplies whsle ........... | 45 | D | D | D | f | D | D | D |
| 4229101 4229102 | Farm supplies-farm dealers ... Farm supplies-whsle | 16 | D | D | D | b | D | D | D |
|  | distributors | 29 | D | D | D | f | D | D | D |
| 42292 | Book, periodical, \& newspaper whsle | 115 | D | D | D | g | D | D | D |
| 422920 | Book, periodical, \& newspaper whsle | 115 | D | D | D | g | D | D | D |
| 42293 | Flower, nursery stock, \& florists' supplies whsle. | 57 | D | D | D | f | D | D | D |
| 422930 | Flower, nursery stock, \& florists' supplies whsle. | 57 | D | D | D | f | D | D | D |
| 42294 422940 | Tobacco \& tobacco product whsle... Tobacco \& tobacco product whsle. | 24 24 | D | D | D | g | D | D | D |
| $\begin{aligned} & 42295 \\ & 422950 \\ & 4229501 \end{aligned}$ | Paint, varnish, \& supplies whsle ... Paint, varnish, \& supplies whsle Paint, varnish, \& supplies whsle $\qquad$ | $\begin{aligned} & 38 \\ & 38 \\ & 38 \end{aligned}$ | D <br> D <br> D | D | D | e e e | D | D | D D D |

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| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA-Con. <br> Manufacturers' sales branches and sales offices Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4216 | Electrical goods whsle ............... | 151 | D | D | D | h | D | D | D |
| 42161 421610 | Electrical apparatus \& equip, wiring supp, \& const material whsle . . . . . . Electrical apparatus \& equip, wiring supp, \& const material whsle $\qquad$ | 35 35 | D D | D D | D D | f | D D | D D | D |
| 42169 | Other electronic parts \& equipment whsle $\qquad$ | 111 | D | D | D | h | D | D | D |
| 421690 | Other electronic parts \& equipment whsle | 111 | D | D | D | h | D | D | D |
| 4216901 | Communications equipment \& supplies whsle | 91 | D | D | D | h | D | D | D |
| 4216902 | Electronic parts (excluding communications equipment) whsle | 20 | D | D | D | e | D | D | D |
| $\begin{aligned} & 4217 \\ & 42171 \\ & 421710 \end{aligned}$ | Hardware, \& plumbing \& heating equipment \& supplies whsle. Hardware whsle $\qquad$ Hardware whsle $\qquad$ | $\begin{array}{r} 13 \\ 2 \\ 2 \end{array}$ | D D D | D D D | D | e | D D D | D D D | D D D |
| 42172 | Plumbing \& heating equipment \& supplies (hydronics) whsle | 3 | D | D | D | b | D | D | D |
| 421720 | Plumbing \& heating equipment \& supplies (hydronics) whsle ...... | 3 | D | D | D | b | D | D | D |
| 42173 | Warm air heating \& air-conditioning equipment \& supplies whsle. . . . . . . | 8 | D | D | D | c | D | D | D |
| 421730 | Warm air heating \& airconditioning equipment \& supplies whsle $\qquad$ | 8 | D | D | D | c | D | D | D |
| 4218 | Machinery, equipment, \& supplies whsle | 64 | D | D | D | g | D | D | D |
| 42181 | Construction \& mining (except petroleum) machinery \& equip whsle $\qquad$ | 64 7 | D | D | D | c | D | D | D |
| 421810 | Construction \& mining (except petroleum) machinery \& equip whsle $\qquad$ | 7 | D | D | D | c | D | D | D |
| 42183 | Industrial machinery \& equipment whsle | 25 | D | D | D | c | D | D | D |
| 421830 | Industrial machinery \& equipment whsle | 25 | D | D | D | c | D | D | D |
| 4218303 | General-purpose industrial machinery \& equipment whsle . | 11 | 75620 | 1161 | 290 | 26 | 2197 | 863 | 922 |
| $\begin{aligned} & 42184 \\ & 421840 \\ & 4218406 \end{aligned}$ | Industrial supplies whsle . . . . . . . . . . . Industrial supplies whsle . . . . . . . . . Other industrial supplies whsle | $\begin{array}{r} 18 \\ 18 \\ 7 \end{array}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D D D | D | c c c | D D D | D D D | D |
| 42185 | Service establishment equipment \& supplies whsle. $\qquad$ | 3 | D | D | D | c | D | D | D |
| 421850 | Service establishment equipment \& supplies whsle | 3 | D | D | D | c | D | D | D |
| 4218504 | \& supplies whsle................. Other service establishment equipment \& supplies whsle | 3 3 | D | D | D | c | D | D | D |
| 42186 | Transportation equipment \& supplies (exc motor vehicle) whsle | 9 | D | D | D | e | D | D | D |
| 421860 | Transportation equipment \& supplies (exc motor vehicle) whsle | 9 | D | D | D | e | D | D | D |
| $\begin{aligned} & 4219 \\ & 42199 \end{aligned}$ | Miscellaneous durable goods whsle . . . Other miscellaneous durable goods | 5 | D | D | D | b | D | D | D |
|  | Other miscellaneous durable goods whsle $\qquad$ | 4 | D | D | D | b | D | D | D |
| 421990 | Other miscellaneous durable goods whsle | 4 | D | D | D | b | D | D | D |
| 422 | Wholesale trade, nondurable goods ..... | 226 | D | D | D | i | D | D | D |
| 4221 <br> 42212 <br> 422120 | Paper \& paper product whsle . . . . . . . . . Stationery \& office supplies whsle... Stationery \& office supplies whsle . | $\begin{aligned} & 32 \\ & 26 \\ & 26 \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | D | e e e | D D D | D D D | D |
| 42213 | Industrial \& personal service paper whsle $\qquad$ | 1 | D | D | D | c | D | D | D |
| 422130 | Industrial \& personal service paper whsle $\qquad$ | 1 | D | D | D | c | D | D | D |
| $\begin{aligned} & 4222 \\ & 42221 \\ & 422210 \end{aligned}$ | Drugs, \& druggists' sundries whsle .... Drugs, \& druggists' sundries whsle . . Drugs, \& druggists' sundries | 4 | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | D | f | D | D | ${ }_{\text {D }}^{\text {D }}$ |
| 4222102 | whsle <br> Specialty-line drug, pharmaceutical, cosmetic, \& toiletries whsle | 4 4 | D | D | D | f | D D | D D | D |
| $\begin{aligned} & 4223 \\ & 42231 \end{aligned}$ | Apparel, piece goods, \& notions whsle. Piece goods, notions, \& other dry | 9 | D | D | D | b | D | D | D |
| 422310 | goods whsle Piece goods, notions, \& other dry goods whsle | 3 3 | D | D | D | b | D | D | D |

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| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA-Con. <br> Manufacturers' sales branches and sales offices Con. <br> Wholesale trade, nondurable goodsCon. |  |  |  |  |  |  |  |  |
| 4224 <br> 42242 <br> 422420 | Grocery \& related products whsle . . . . . Packaged frozen food whsle ....... Packaged frozen food whsle ..... | 74 9 9 | D | D D D | D | h b b | D D D | D | D |
| $\begin{aligned} & 42245 \\ & 422450 \end{aligned}$ | Confectionery whsle. $\qquad$ Confectionery whsle. $\qquad$ | 6 6 | D | D | D | f | D | D | D |
| 42249 | Other grocery \& related products whsle | 52 | 2207634 | 97557 | 23645 | 2987 | 197380 | 13379 | 13684 |
| 422490 | Other grocery \& related products whsle . . . . . . . . . . . . . . . | 52 | 2207634 | 97557 | 23645 | 2987 | 197380 | 13379 | 13684 |
| 4224901 | Coffee, tea, \& spice whsle ..... | 3 | 2207 D | 975 | 23 D | 298 b | 197 D | 13 D | 13 D |
| 4224902 | Bread \& baked goods whsle.... | 17 | 299402 | 23486 | 6244 | 913 | 47851 | 3555 | 3658 |
| 4224903 | Soft drinks whsle ............. | 22 | 1049 D | 11.0 | D | 196 | D | D | D |
| 4224906 | Other grocery specialties whsle. | 8 | 1049463 | 11305 | 2752 | 196 | 22118 | - |  |
| $\begin{aligned} & 4226 \\ & 42269 \end{aligned}$ | Chemical \& allied products whsle ..... Other chemical \& allied products | 33 | D | D | D | e | D | D | D |
|  | whsle .......................... | 33 | D | D | D | e | D | D | D |
| 422690 | Other chemical \& allied products whsle $\qquad$ | 33 | D | D | D | e | D | D | D |
| 4226902 | Other chemical \& allied products whsle | 31 | 264677 | 19290 | 5310 | 415 | 38415 | 6325 | 6915 |
| 4227 | Petroleum \& petroleum products whsle | 22 | D | D | D | f | D | D | D |
| $\begin{aligned} & 42271 \\ & 422710 \end{aligned}$ | Petroleum bulk stations \& terminals . Petroleum bulk stations \& | 16 | D | D | D | e | D | D | D |
|  | terminals ..................... | 16 | D | D | D | e | D | D | D |
| 4227101 | Petroleum bulk stations \& terminals (except LP).......... | 16 | D | D | D | e | D | D | D |
| 42271012 | Petroleum bulk terminals (except LP) | 12 | D | D | D | e | D | D | D |
| 42272 | Petroleum \& petroleum prod whsle (exc bulk stations \& terminals). | 6 | D | D | D | f | D | D | D |
| 422720 | Petroleum \& petroleum prod whsle (exc bulk stations \& terminals) ... | 6 | D | D | D | f | D | D | D |
| 4229 | Miscellaneous nondurable goods whsle | 48 | D | D | D | f | D | D |  |
| 42291 | Farm supplies whsle ............... | 3 | D | D | D | b | D | D | D |
| $\begin{aligned} & 422910 \\ & 4229101 \end{aligned}$ | Farm supplies whsle .............. Farm supplies-farm dealers . . | 3 3 3 | D | D | D | b | D | D | D |
| 42292 | Book, periodical, \& newspaper whsle | 23 | D | D | D | f | D | D | D |
| 422920 | Book, periodical, \& newspaper whsle | 23 | D | D | D | f | D | D | D |
| 42295 | Paint, varnish, \& supplies whsle .... Paint, varnish, \& supplies whsle . | 19 19 | D | D | D | c | D | D | ${ }_{\text {D }}$ |
| 4229501 | Paint, varnish, \& supplies whsle | 19 | D | D | D | c | D | D | D |
|  | Agents, brokers, and commission merchants ..... | 972 | D | D | D | i | D | D | D |
| 421 | Wholesale trade, durable goods ........ | 707 | D | D | D | h | D | D | D |
| 4211 | Motor vehicle \& motor vehicle parts \& supplies whsle. | 22 | D | D | D | f | D | D | D |
| 42111 | Automobile \& other motor vehicle whsle | 9 | D | D | D | $f$ | D | D | D |
| 421110 | Automobile \& other motor vehicle whsle | 9 | D | D | D | f | D | D | D |
| 4211101 | Automobile \& motorcycle whsle . | 7 | D | D | D | f | D | D | D |
| 42112 | Motor vehicle supplies \& new parts whsle | 13 | D | D | D | c | D | D | D |
| 421120 | Motor vehicle supplies \& new parts whsle $\qquad$ | 13 | D | D | D | c | D | D | D |
| 4211201 | Motor vehicle supplies \& new parts-warehouse distributors . | 5 | D | D | D | b | D | D | D |
| 4212 | Furniture \& home furnishings whsle ... | 95 | D | D | D | e | D |  |  |
| 42121 | Furniture whsle .................... | 70 | D | D | D | e | D | D | D |
| 421210 4212101 | Furniture whsle Household \& lawn furniture | 70 | D | D | D | e | D | D | D |
| 4212101 | Household \& lawn furniture whsle | 28 | D | D | D | b | D | D | D |
| 4212102 | Office \& business furniture whsle | 42 | D | D | D | c | D | D | D |
| 42122 | Home furnishings whsle . . . . . . . . . | 25 | 149096 | 5136 | 1201 | 150 | 10494 | 73 | 70 |
| $\begin{aligned} & 421220 \\ & 4212201 \end{aligned}$ | Home furnishings whsle .......... Household china, glassware, \& | 25 | 149096 | 5136 | 1201 | 150 | 10494 | 73 | 70 |
| 4212201 | Household china, glassware, \& crockery whsle | 7 | 35481 | 1083 | 288 | 59 | 2183 | - | - |
| 4212202 | Linens, domestics, draperies, \& curtains whsle | 4 | D | D | D | b | D | D | D |
| 4212204 | Other home furnishings whsle .. | 9 | D | D | D | b | D | D | D |

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 MSAs, and PMSAs), see Appendix E]

| NAICS code | Geographic area, type of operation, and kind of business | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | Firstquarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses (\$1,000) | End-of-1996 inventories ${ }^{r}$ $(\$ 1,000)$ | End-of-1997 inventories ${ }^{r}$ $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA-Con. <br> Agents, brokers, and commission merchantsCon. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4213 | Lumber \& other construction materials whsle | 39 | D | D | D | b | D | D | D |
| 42131 | Lumber, plywood, millwork, \& wood panel whsle | 14 | D | D | D | b | D | D | D |
| 421310 | Lumber, plywood, millwork, \& wood panel whsle. | 14 | D | D | D | b | D | D | D |
| 4213103 | Plywood, veneer, millwork, \& wood panel whsle............. | 14 | D | D | D | b | D | D | D |
| 42132 | Brick, stone, \& related construction materials whsle $\qquad$ | 8 | D | D | D | a | D | D | D |
| 421320 | Brick, stone, \& related construction materials whsle $\qquad$ | 8 | D | D | D | a | D | D | D |
| 42133 | Roofing, siding, \& insulation material whsle | 7 | D | D | D | a | D | D | D |
| 421330 | Roofing, siding, \& insulation material whsle | 7 | D | D | D | a | D | D | D |
| 4213301 | Roofing, siding, \& insulation material whsle | 7 | D | D | D | a | D | D | D |
| $\begin{aligned} & 42139 \\ & 421390 \end{aligned}$ | Other construction materials whsle . . Other construction materials | 10 | 22634 | 1148 | 293 | 28 | 2021 | 16 | 12 |
| 4213902 | whsle Other construction materials whsle | 10 9 | 22634 | 1148 | 293 | 28 | 2021 | 16 D | 12 D |
| $\begin{aligned} & 4214 \\ & 42142 \\ & 421420 \end{aligned}$ | Professional \& commercial equipment \& supplies whsle . $\qquad$ Office equipment whsle $\qquad$ Office equipment whsle . $\qquad$ | 126 9 9 | D | D <br> D | D D D | e | D | D D D | D |
| 42143 | Computer \& computer peripheral equipment \& software whsle. . | 29 | D | D | D | c | D | D | D |
| 421430 | Computer \& computer peripheral equipment \& software whsle. | 29 | D | D | D | c | D | D | D |
| 4214301 | Computer \& peripheral equipment whsle. | 24 | 293098 | 7088 | 2091 | 90 | 11557 | 2 | 3 |
| 42143011 | Computers \& peripheral equipment for resale | 10 | 208414 | 3898 | 1206 | 36 | 5743 | 2 | 3 |
| 42143012 | Computers \& peripheral equipment for end use. | 14 |  | 3190 | 885 | 54 | 5814 | - | - |
| 4214302 | Computer software (packaged) whsle $\qquad$ | 4 5 | 84684 D | D | D | 54 a | D | D | D |
| $\begin{aligned} & 42144 \\ & 421440 \end{aligned}$ | Other commercial equipment whsle . Other commercial equipment | 19 | D | D | D | b | D | D | D |
| 4214401 | whsle Restaurant \& hotel equipment \& supplies whsle | 19 | D | D | D | b | D | D | D |
| 42145 | Medical, dental, \& hospital equipment \& supplies whsle . $\qquad$ | 42 | D | D | D | c | D | D | D |
| 421450 | Medical, dental, \& hospital equipment \& supplies whsle | 42 | D | D | D | c | D | D | D |
| 4214501 | Surgical, medical, \& hospital supplies whsle. $\qquad$ | 39 | D | D | D | c | D | D | D |
| 42149 | Other professional equipment \& supplies whsle. | 17 | 24838 | 1707 | 330 | 33 | 3444 | 73 | 76 |
| 421490 | Other professional equipment \& supplies whsle. | 17 | 24838 | 1707 | 330 | 33 | 3444 | 73 | 76 |
| 4214902 | Other professional equipment \& supplies whsle. | 15 | D | D | D | b | D | D | D |
| 4215 | Metal \& mineral (except petroleum) whsle | 18 | D | D | D |  | D | D | D |
| 42151 421510 |  | 17 17 | D | D | D | b | D | D | D |
| $\begin{aligned} & 421510 \\ & 4215101 \end{aligned}$ | Metal service centers \& offices Ferrous metal service centers \& sales offices. | 17 13 | D | D | D | b | D | D | D |
| 42151012 | Ferrous metal sales offices.... | 12 | D | D | D | b | D | D | D |
| $\begin{aligned} & 42152 \\ & 421520 \end{aligned}$ | Coal \& other mineral \& ore whsle ... Coal \& other mineral \& ore whsle . | $\begin{aligned} & 1 \\ & 1 \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | D | a | D | D | D |
| 4216 42161 | Electrical goods whsle $\qquad$ Electrical apparatus \& equip, wiring | 160 | D | D | D | f | D | D | D |
| 421610 | supp, \& const material whsle . . . . . . Electrical apparatus \& equip, wiring supp, \& const material whsle $\qquad$ | 57 57 | D | D | D | e | D | D D | D |
| 42162 | Electrical appliance, television \& radio set whsle | 14 | D | D | D | c | D | D | D |
| 421620 | Electrical appliance, television \& radio set whsle | 14 | D | D | D | c | D | D | D |
| 42169 | Other electronic parts \& equipment whsle | 89 | D | D | D | e | D | D | D |
| 421690 | Other electronic parts \& equipment whsle | 89 | D | D | D | e | D | D | D |
| 4216901 | Communications equipment \& supplies whsle. | 35 | D | D | D | c | D | D | D |
| 4216902 | Electronic parts (excluding communications equipment) whsle $\qquad$ | $54$ | D | D | D | e | D | D | D |

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 MSAs, and PMSAs), see Appendix E]

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| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA-Con. <br> Agents, brokers, and commission merchantsCon. <br> Wholesale trade, nondurable goodsCon. |  |  |  |  |  |  |  |  |
| $\begin{aligned} & 4223 \\ & 42231 \end{aligned}$ | Apparel, piece goods, \& notions whsle. Piece goods, notions, \& other dry | 32 | D | D | D | b | D | D | D |
|  | goods whsle ................... | 9 | 44383 | 1123 | 255 | 20 | 1976 | 100 | 120 |
| 422310 4223101 | Piece goods, notions, \& other dry goods whsle <br> Piece goods-jobbers $\qquad$ $\qquad$ | 9 8 | 44383 D | 1123 D | 255 D | 20 $a$ | 1976 D | 100 D | 120 |
| 42233 | Women's, children's, \& infants' clothing \& accessories whsle | 13 | D | D | D | b | D | D | D |
| 422330 | Women's, children's, \& infants' clothing \& accessories whsle $\qquad$ | 13 | D | D | D | b | D | D | D |
| 4224 | Grocery \& related products whsle . . . . | 90 | 2183366 | 57931 | 13113 | 1860 | 91956 | 10299 | 10691 |
| 42241 | General-line grocery whsle ........ | 12 | D | D | D | g | D | D | D |
| $\begin{aligned} & 422410 \\ & 4224103 \end{aligned}$ | General-line grocery whsle . . . . . . . . Other general-line grocery whsle | 12 | D | D | D | g | D | D | D |
| $\begin{aligned} & 42242 \\ & 422420 \end{aligned}$ | Packaged frozen food whsle ....... Packaged frozen food whsle ..... | 14 14 | D | D | D | c | D | D | D |
| $\begin{aligned} & 42245 \\ & 422450 \end{aligned}$ | Confectionery whsle. $\qquad$ Confectionery whsle. $\qquad$ | 9 9 | D | D | D | e | D | D | D |
| $\begin{aligned} & 42247 \\ & 422470 \end{aligned}$ | Meat \& meat product whsle Meat \& meat product whsle | 7 | D | D | D | b | D | ${ }_{\text {D }}$ | D |
| 42249 | Other grocery \& related products whsle | 35 | 194411 | 4023 | 865 | 109 | 7354 | 403 | 489 |
| 422490 | Other grocery \& related products whsle | 35 | 194411 | 4023 | 865 | 109 | 7354 |  |  |
| 4224906 | Other grocery specialties whsle. | 14 | D | D | D | b | D | D | D |
| $\begin{aligned} & 4225 \\ & 42259 \end{aligned}$ | Farm-product raw material whsle Other farm product raw material | 16 | D | D | D | e | D | D | D |
|  | whsle ..................... | 7 | D | D | D | c | D | D | D |
| 422590 | Other farm product raw material whsle | 7 | D | D | D | c | D | D | D |
| 4226 | Chemical \& allied products whsle $\begin{aligned} & \text { Plastics } \\ & \text { Paterials \& basic forms }\end{aligned}$ | 18 | D | D | D | b | D | D | D |
|  | shapes whsle | 8 | D | D | D | b | D | D | D |
| 422610 | Plastics materials \& basic forms \& shapes whsle | 8 | D | D | D | b | D | D | D |
| 42269 | Other chemical \& allied products whsle | 10 | D | D | D | b | D | D | D |
| 422690 | Other chemical \& allied products whsle | 10 | D | D | D | b | D | D | D |
| 4226902 | Other chemical \& allied products whsle | 10 | D | D | D | b | D | D | D |
| 4227 | Petroleum \& petroleum products whsle | 3 | D | D | D | e | D | D | D |
| 42272 | Petroleum \& petroleum prod whsle (exc bulk stations \& terminals) | 3 | D | D | D | e | D | D | D |
| 422720 | Petroleum \& petroleum prod whsle (exc bulk stations \& terminals) | 3 | D | D | D | e | D | D | D |
| 4229 | Miscellaneous nondurable goods whsle $\qquad$ | 52 | D | D | D | c | D | D | D |
| 42295 | Paint, varnish, \& supplies whsle .... | 4 | D | D | D | a | D | D | D |
| $\begin{aligned} & 422950 \\ & 4229501 \end{aligned}$ | Paint, varnish, \& supplies whsle . . Paint, varnish, \& supplies | 4 | D | D | D | a | D | D | D |
|  | whsle | 4 | D | D | D | a | D | D | D |
| 42299 | Other miscellaneous nondurable goods whsle $\qquad$ | 31 | D | D | D | c | D | D | D |
| 422990 | Other miscellaneous nondurable goods whsle | 31 | D |  |  | c | D | D |  |
| 4229901 | Art goods whsle ............... | 16 | D | D | D | b | D | D | D |
| 4229902 | General merchandise (nondurable goods) whsle..... | 8 | 96967 | 1068 | 222 | 37 | 1944 | 1 | 1 |
| 42 | Wholesale trade . . . . . . . . . . | 3494 | 32627044 | 1974615 | 459419 | 51526 | 3883364 | 1990914 | 2108109 |

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| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 | WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA-Con. <br> Baltimore, MD PMSA - Con. <br> Wholesale trade-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods ....... | 2359 | 18762223 | 1172190 | 280601 | 28954 | 2321461 | 1350876 | 1402247 |
| 4211 | Motor vehicle \& motor vehicle parts \& supplies whsle. $\qquad$ | 197 | D | D | D | h | D | D | D |
| 42111 | Automobile \& other motor vehicle whsle $\qquad$ | 56 | D | D | D | g | D | D | D |
| 421110 | Automobile \& other motor vehicle whsle | 56 | D | D | D | g | D | D | D |
| $\begin{aligned} & 4211101 \\ & 4211102 \end{aligned}$ | Automobile \& motorcycle whsle. Bus \& recreational vehicle | 30 | D | D | D | f | D | D | D |
|  | whsle ..................... | 2 | D | D | D | b | D | D | D |
| 4211103 | Light truck \& van (14,000 lb or less) whsle. | 5 | D | D | D | c | D | D | D |
| 4211104 | Medium truck \& tractor (14,001 lb to $26,000 \mathrm{lb}$ ) whsle. | 4 | D | D | D | b | D | D | D |
| 4211105 | Heavy truck \& tractor (over $26,000 \mathrm{lb}$ ) whsle $\qquad$ | 4 15 | 149727 | 13511 | 2949 | 369 | 19300 | 17340 | 21436 |
| 42112 | Motor vehicle supplies \& new parts whsle | 90 | D | D | D | g | D | D | D |
| 421120 | Motor vehicle supplies \& new parts whsle | 90 | D | D | D | g | D | D | D |
| 4211201 | Motor vehicle supplies \& new parts - warehouse distributors | 42 | D | D | D | f | D | D |  |
| 4211202 | Motor vehicle supplies \& new parts-jobbers.................. | 42 46 | D | D | D | f | D | D | D |
| $\begin{aligned} & 42113 \\ & 421130 \end{aligned}$ | Tire \& tube whsle $\qquad$ Tire \& tube whsle $\qquad$ | 14 14 | D | D | D | c | D | D | D |
| $\begin{aligned} & 42114 \\ & 421140 \end{aligned}$ | Motor vehicle parts, (used) whsle ... Motor vehicle parts, (used) whsle . | 37 37 | D | D | D | e | D | D | D |
| 4212 | Furniture \& home furnishings whsle ... | 133 | D | D | D | g | D | D | D |
| 42121 | Furniture whsle ................... | 70 | D | D | D | f | D | D | D |
| 421210 | Furniture whsle . . . . . . . . . . . . . Household | 70 | D | D | D | f | D | D | D |
|  | whsle ...................... | 25 | D | D | D | c | D | D | D |
| 4212102 | Office \& business furniture whsle | 45 | D | D | D | f | D | D | D |
| 42122 421220 | Home furnishings whsle Home furnishings whsle . . . . . . . . . . . | 63 | D | D | D | f | D | D | D |
| 4212202 | Linens, domestics, draperies, \& curtains whsle |  |  |  | D |  | D |  | D |
| 4212203 | Floor coverings whsle .......... | 28 | 312524 | 25326 | 6035 | 690 | 56467 | 41029 | 38467 |
| 4212204 | Other home furnishings whsle .. | 17 | D | D | D | c | D | D | D |
| 4213 | Lumber \& other construction materials whsle | 140 | D | D | D | g | D | D | D |
| 42131 | Lumber, plywood, millwork, \& wood panel whsle | 65 | 421693 | 31734 | 7542 | 1058 | 60818 | 48864 | 43518 |
| 421310 | Lumber, plywood, millwork, \& wood panel whsle | 65 | 421693 | 31734 | 7542 | 1058 | 60818 | 48864 | 43518 |
| 4213101 | Lumber without yard whisle....... | 6 6 |  |  | D |  | 608 | D | D |
| 4213102 | Lumber with yard whsle........ | 15 | D | D | D | e | D | D | D |
| 4213103 | Plywood, veneer, millwork, \& wood panel whsle. | 44 | D | D | D | f | D | D | D |
| 42132 | Brick, stone, \& related construction materials whsle | 29 | D | D | D | c | D | D | D |
| 421320 | Brick, stone, \& related construction materials whsle $\qquad$ | 29 | D | D | D | c | D | D | D |
| 4213201 | Brick, block, tile, clay/cement sewer pipe whsle | 14 |  |  | D | b | D | D |  |
| 4213202 | Sand, gravel, \& stone while.... | 12 | D | D | D | b | D | D | D |
| 4213203 | Cement, lime, \& related products whsle | 3 | D | D | D | b | D | D | D |
| 42133 | Roofing, siding, \& insulation material whsle | 17 | 144864 | 7198 | 1606 | 272 | 15741 | 8100 | 9099 |
| 421330 | Roofing, siding, \& insulation material whsle | 17 | 144864 | 7198 | 1606 | 272 |  | 8100 | 9099 |
| 4213301 | Roofing, siding, \& insulation material whsle | 17 | $144864$ | 7198 | 1606 | 272 | 15741 | 8100 | 9099 |
| 42139 | Other construction materials whsle .. | 29 | D | D | D | c | D | D | D |
| 421390 | Other construction materials whsle | 29 | D | D | D | c | D | D | D |
| 4213901 | Flat glass \& other construction glass whsle | 4 | D | D | D | b | D | D | D |
| 4213902 | Other construction materials whsle | 25 | D | D | D | c | D | D | D |
| 4214 | Professional \& commercial equipment \& supplies whsle | 468 | 3009477 | 324045 | 78932 | 6847 | 588720 | 185005 | 193382 |
| 42141 | Photographic equipment \& supplies whsle | 15 | D | D | D | b | D | D | D |
| 421410 | Photographic equipment \& supplies whsle | 15 | D | D | D | b | D | D | D |
| $\begin{aligned} & 42142 \\ & 421420 \end{aligned}$ | Office equipment whsle $\qquad$ Office equipment whsle $\qquad$ | $\begin{aligned} & 79 \\ & 79 \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | g | D | D | ${ }_{\text {D }}^{\text {D }}$ |

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| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 422 | WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA-Con. <br> Baltimore, MD PMSA - Con. <br> Wholesale trade-Con. <br> Wholesale trade, nondurable goodsCon. |  |  |  |  |  |  |  |  |
| $\begin{aligned} & 4228 \\ & 42281 \\ & 422810 \end{aligned}$ | Beer, wine, \& distilled alcoholic beverage whsle. Beer \& ale whsle. $\qquad$ Beer \& ale whsle. | $\begin{aligned} & 46 \\ & 18 \\ & 18 \end{aligned}$ |  |  | 19851 D D | $\begin{aligned} & 2101 \\ & \\ & \\ & \\ & f \\ & f\end{aligned}$ | $\begin{array}{r} 154272 \\ \mathrm{D} \\ \mathrm{D} \end{array}$ | $\begin{array}{r} 86222 \\ \mathrm{D} \\ \mathrm{D} \end{array}$ | $\begin{array}{r} 90618 \\ \mathrm{D} \\ \mathrm{D} \end{array}$ |
| 42282 422820 4228201 | Wine \& distilled alcoholic beverage whsle Wine \& distilled alcoholic beverage whsle Wine \& distilled alcoholic bev (licensed operation) whsle | 28 28 28 | D | D D D | D | g g g | D D D | D | D |
| 4229 | Miscellaneous nondurable goods whsle | 225 | D | D | D | h | D | D | D |
| 42291 | Farm supplies whsle . . . . . . . . . | 25 | 203118 | 15505 | 3614 | 474 | 27554 | 28611 | 31927 |
| 422910 | Farm supplies whsle . . . . . . . . . . | 25 | 203118 | 15505 | 3614 | 474 | 27554 | 28611 | 31927 |
| $\begin{aligned} & 4229101 \\ & 4229102 \end{aligned}$ | Farm supplies-farm dealers ... <br> Farm supplies-whsle distributors. | 6 19 | D | D | D | b | D | D | D |
| 42292 422920 | Book, periodical, \& newspaper whsle Book, periodical, \& newspaper whsle | 38 38 | D | D | D | f | D | D | D |
| 42293 422930 | Flower, nursery stock, \& florists' supplies whsle. Flower, nursery stock, \& florists' supplies whsle. | 31 31 | D | D | D | e | D | D | D |
| $\begin{aligned} & 42294 \\ & 422940 \end{aligned}$ | Tobacco \& tobacco product whsle... Tobacco \& tobacco product whsle. | $\begin{aligned} & 11 \\ & 11 \end{aligned}$ | D | D | D | f | D | D | D |
| $\begin{aligned} & 42295 \\ & 422950 \\ & 4229501 \end{aligned}$ | Paint, varnish, \& supplies whsle .... Paint, varnish, \& supplies whsle . . Paint, varnish, \& supplies | 30 30 | $\begin{aligned} & 155663 \\ & 155663 \end{aligned}$ | 11432 11432 | 2610 2610 | 353 353 | 22276 22276 | 14658 14658 | 15409 15409 |
|  | whsle ...................... | 30 | 155663 | 11432 | 2610 | 353 | 22276 | 14658 | 15409 |
| 42299 422990 | Other miscellaneous nondurable goods whsle $\qquad$ Other miscellaneous nondurable | 90 | D | D | D | f | D | D | D |
|  | goods whsle ............... | 90 23 | D | D | D | f | D | D | D |
| 4229901 429902 429904 | General merchandise (nondurable goods) whsle. Other nondurable goods whsle . | 23 26 40 | D | D | D | b | D | D | D |
|  | Merchant wholesalers....... | 2732 | 19368884 | 1478593 | 344523 | 41500 | 2900721 | 1744014 | 1871011 |
| 421 | Wholesale trade, durable goods ........ | 1840 | 11917421 | 886732 | 205531 | 23618 | 1752921 | 1196021 | 1250975 |
| 4211 | Motor vehicle \& motor vehicle parts \& supplies whsle. | 177 | D | D | D | g | D | D | D |
| 42111 | Automobile \& other motor vehicle whsle | 53 | D | D | D | f | D | D | D |
| 421110 | Automobile \& other motor vehicle whsle | 53 | D | D | D | f | D | D | D |
| $\begin{aligned} & 4211101 \\ & 4211102 \end{aligned}$ | Automobile \& motorcycle whsle. Bus \& recreational vehicle | 28 | D | D | D | e | D | D | D |
|  | whsle ..................... | 2 | D | D | D | b | D | D | D |
| 4211103 | Light truck \& van (14,000 lb or less) whsle. | 5 | D | D | D | c | D | D | D |
| 4211105 | Heavy truck \& tractor (over $26,000 \mathrm{lb}$ ) whsle | 15 | 149727 | 13511 | 2949 | 369 | 19300 | 17340 | 21436 |
| 42112 | Motor vehicle supplies \& new parts whsle | 74 | D | D | D | f | D | D | D |
| 421120 | Motor vehicle supplies \& new parts whsle | 74 | D | D | D | f | D | D | D |
| 4211201 | Motor vehicle supplies \& new parts-warehouse distributors . | 36 | D | D | D | f | D | D | D |
| 4211202 | Motor vehicle supplies \& new parts-jobbers. | 36 | D | D | D | e | D | D | D |
| $\begin{aligned} & 42113 \\ & 421130 \end{aligned}$ | Tire \& tube whsle $\qquad$ Tire \& tube whsle $\qquad$ | 13 13 | D | D | D | c | D | D | D |
| $\begin{aligned} & 42114 \\ & 421140 \end{aligned}$ | Motor vehicle parts, (used) whsle ... Motor vehicle parts, (used) whsle . | $\begin{aligned} & 37 \\ & 37 \end{aligned}$ | D | D | D | e | D | D | D |
| 42121 | Furniture \& home furnishings whsle ... Furniture whsle | 100 43 | D | D | D | g | D | D | D |
| 421210 4212101 | Furniture whsle $\qquad$ Household \& lawn furniture | 43 | D | D | D | f | D | D | D |
|  | whsle . .................... | 12 | D | D | D | c | D | D | D |
| 4212102 | Office \& business furniture whsle | 31 | D | D | D | f | D | D | D |
| 42122 | Home furnishings whsle . . . . . . . . . | 57 | D | D | D | f | D | D | D |
| $\begin{aligned} & 421220 \\ & 4212202 \end{aligned}$ | Home furnishings whsle $\qquad$ Linens, domestics, draperies, \& | 57 | D | D | D | f | D | D | D |
| $\begin{aligned} & 4212203 \\ & 4212204 \end{aligned}$ | curtains whsle <br> Floor coverings whsle Other home furnishings whsle | 10 27 14 | D | D D D | D | c f c | D D D | D | D |

Table 3. Summary Statistics for Metropolitan Areas: 1997-Con.
 MSAs, and PMSAs), see Appendix E]


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 MSAs, and PMSAs), see Appendix E]

| NAICS code | Geographic area, type of operation, and kind of business | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { First- } \\ \text { quarter } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Paid } \\ \text { employees } \\ \text { for pay } \\ \text { period } \\ \text { including } \\ \text { March 12 } \\ \text { (number) } \end{array}$ | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories ${ }^{\text { }}$ $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA-Con. |  |  |  |  |  |  |  |  |
|  | Baltimore, MD PMSA - Con. |  |  |  |  |  |  |  |  |
|  | Merchant wholesalers-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4218 | Machinery, equipment, \& supplies whsle-Con. |  |  |  |  |  |  |  |  |
| 42183 | Industrial machinery \& equipment whsle-Con. |  |  |  |  |  |  |  |  |
| 421830 | Industrial machinery \& equipment |  |  |  |  |  |  |  |  |
| 4218307 | whsle-Con. <br> Other industrial machinery \& equipment whsle. $\qquad$ | 47 | D | D | D | e | D | D | D |
| 42184 | Industrial supplies whsle ........... | 89 | D | D | D | f | D | D | D |
| $\begin{aligned} & 421840 \\ & 4218401 \end{aligned}$ | Industrial supplies whsle .......... General-line industrial supplies | 89 | D | D | D | f | D | D | D |
|  | whsle ................... | 12 | D | D | D | c | D | D | D |
| 4218402 | Mechanical power transmission supplies whsle. | 15 | D | D | D | c | D | D | D |
| 4218403 | Welding supplies whsle ........ | 12 | D | D | D | b | D | D | D |
| 4218404 | Industrial containers \& supplies whsle | 13 | D | D | D | c | D | D |  |
| 4218406 | Other industrial supplies whsle . | 30 | D | D | D | c | D | D | D |
| 42185 | Service establishment equipment \& supplies whsle. . | 71 | D | D | D | f | D | D | D |
| 421850 | Service establishment equipment \& supplies whsle. | 71 | D | D | D | f | D | D | D |
| 4218501 | Beauty \& barber shop |  |  |  |  |  |  |  |  |
|  | equipment \& supplies whsle ... | 12 | D | D | D | c | D | D | D |
| 4218502 | Custodial, janitors' equipment \& supplies whsle. | 22 | D | D | D | c | D | D | D |
| 4218503 | Laundry \& dry-cleaning equipment \& supplies whsle | 6 | D | D | D | b | D | D | D |
| 4218504 | Other service establishment equipment \& supplies whsle | 31 | D | D | D | e | D | D | D |
| 42186 | Transportation equipment \& supplies (exc motor vehicle) whsle . ......... | 17 | D | D | D | b | D | D | D |
| 421860 | Transportation equipment \& supplies (exc motor vehicle) |  |  |  |  |  |  |  |  |
|  | whsle ..................... | 17 | D | D | D | b | D | D | D |
| 4218602 | Marine machinery, equipment, \& supplies whsle. | 11 | D | D | D | b | D | D | D |
| $\begin{aligned} & 4219 \\ & 42191 \end{aligned}$ | Miscellaneous durable goods whsle ... Sporting \& recreational goods \& | 198 | D | D | D | h | D | D | D |
|  | supplies whsle.................. | 30 | D | D | D | e | D | D | D |
| 421910 | Sporting \& recreational goods \& supplies whsle. | 30 | D | D | D | e | D | D | D |
| 42192 | Toy \& hobby goods \& supplies whsle | 22 | D | D | D | e | D | D | D |
| 421920 | Toy \& hobby goods \& supplies whsle | 22 | D | D | D | e | D | D | D |
| 42193 421930 | Recyclable material whsle ........ | 71 71 | D | D | D | f | D | D | D |
| $\begin{aligned} & 421930 \\ & 4219301 \end{aligned}$ | Recyclable material whsle Iron \& steel scrap processors \& dealers. $\qquad$ | 71 12 | D | D | D | c | D | D | D |
| 42193011 | Iron \& steel scrap processors (using power processing equipment) | 9 | D | D | D | c | D | D | D |
| 4219302 | Recyclable paper \& paperboard whsle $\qquad$ | 15 | D | D | D | c | D | D | D |
| 4219303 | Other recyclable material whsle. | 44 | D | D | D | f | D | D | D |
| 42194 | Jewelry/watch/silverware/precious stone, \& precious metal whsle ..... | 20 | D | D | D | b | D | D | D |
| 421940 | Jewelry/watch/silverware/precious stone, \& precious metal whsle .. | 20 | D | D | D | b | D | D | D |
| 4219401 | Jewelry, watch, diamonds, precious stone, \& silverware whsle | 18 | D | D | D | b | D | D | D |
| 42199 | Other miscellaneous durable goods whsle $\qquad$ | 55 | D | D | D | f | D | D | D |
| 421990 | Other miscellaneous durable goods whsle | 55 | D | D | D | f | D | D | D |
| 4219902 | Forest products (except lumber) whsle | 6 | D | D | D | b | D | D | D |
| 4219903 | whsle ${ }_{\text {General merchandise (durable }}$ | 6 | D | D | D | b | D | D | D |
|  | goods) whsle ............... | 17 | D | D | D | c | D | D | D |
| $\begin{aligned} & 4219904 \\ & 42199041 \end{aligned}$ | Prerecorded media whsle...... Compact discs/prerecorded | 14 | D | D | D | e | D | D | D |
|  | audio tapes, \& phonograph records whsle | 6 | D | D | D | e | D | D | D |
| 42199042 | Prerecorded video tapes whsle |  | D | D | D | c | D | D | D |
| 4219906 | Other durable goods whsle...... | 14 | D | $\mathrm{D}$ | D | $\begin{aligned} & c \\ & b \end{aligned}$ | D | D | D |

Table 3. Summary Statistics for Metropolitan Areas: 1997-Con.
 MSAs, and PMSAs), see Appendix E]

\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|}
\hline NAICS code \& Geographic area, type of operation, and kind of business \& Establishments (number) \& \[
\begin{array}{r}
\text { Sales } \\
(\$ 1,000)
\end{array}
\] \& \[
\begin{gathered}
\text { Annual } \\
\text { payroll } \\
(\$ 1,000)
\end{gathered}
\] \& Firstquarter payroll \((\$ 1,000)\) \& \begin{tabular}{l}
Paid \\
employees for pay period including March 12 (number)
\end{tabular} \& Operating expenses
\[
(\$ 1,000)
\] \& End-of-1996 inventories \({ }^{r}\) \((\$ 1,000)\) \& End-of-1997 inventories \({ }^{r}\) \((\$ 1,000)\) \\
\hline \& \begin{tabular}{l}
WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA-Con. \\
Baltimore, MD PMSA - Con. \\
Merchant wholesalers-Con.
\end{tabular} \& \& \& \& \& \& \& \& \\
\hline 422 \& Wholesale trade, nondurable goods ..... \& 892 \& 7451463 \& 591861 \& 138992 \& 17882 \& 1147800 \& 547993 \& 620036 \\
\hline \[
\begin{aligned}
\& 4221 \\
\& 42211 \\
\& 422110
\end{aligned}
\] \& Paper \& paper product whsle . . . . . . . . . Printing \& writing paper whsle . . . . . . Printing \& writing paper whsle .... \& \[
\begin{array}{r}
112 \\
12 \\
12
\end{array}
\] \& 1034698
D
D \& 91521
D
D \& 21708
D
D \& 2319
\(e\)
e \& 164656
D
D \& 79309
D
D \& 83405
D
D \\
\hline \[
\begin{aligned}
\& 42212 \\
\& 422120
\end{aligned}
\] \& Stationery \& office supplies whsle ... Stationery \& office supplies whsle . \& 57
57 \& \[
\begin{aligned}
\& 397574 \\
\& 397574
\end{aligned}
\] \& \[
\begin{aligned}
\& 36966 \\
\& 36966
\end{aligned}
\] \& 8900
8900 \& 1071
1
1 \& \[
\begin{aligned}
\& 63791 \\
\& 63791
\end{aligned}
\] \& \[
\begin{aligned}
\& 37065 \\
\& 37065
\end{aligned}
\] \& \[
\begin{aligned}
\& 39567 \\
\& 39567
\end{aligned}
\] \\
\hline 42213
422130 \& Industrial \& personal service paper whsle Industrial \& personal service paper whsle \& 43
43 \& D \& D \& D \& f \& D \& D \& D \\
\hline \[
\begin{aligned}
\& 4222 \\
\& 42221 \\
\& 422210
\end{aligned}
\] \& Drugs, \& druggists' sundries whsle . . . . Drugs, \& druggists' sundries whsle . . Drugs, \& druggists' sundries \& 48 \& D \& D \& D \& g \& D \& D \& \({ }_{\text {D }}^{\text {D }}\) \\
\hline \[
\begin{aligned}
\& 4222101 \\
\& 4222102
\end{aligned}
\] \& \begin{tabular}{l}
whsle \\
General-line drugs whsle ...... \\
Specialty-line drug, \\
pharmaceutical, cosmetic, \& toiletries whsle
\end{tabular} \& 48
24

24 \& D
D
D \& D \& D \& g
e
e \& D \& D
D
D \& D
D
D <br>

\hline $$
\begin{aligned}
& 4223 \\
& 42231
\end{aligned}
$$ \& Apparel, piece goods, \& notions whsle. \& 87 \& D \& D \& D \& $f$ \& D \& D \& D <br>

\hline \& goods whsle . . . . . . . . . . . . \& 20 \& D \& D \& D \& b \& D \& D \& D <br>
\hline 422310 \& Piece goods, notions, \& other dry goods whsle \& 20 \& D \& D \& D \& b \& D \& D \& D <br>
\hline 4223101 \& Piece goods-jobbers ......... \& 18 \& D \& D \& D \& b \& D \& D \& D <br>
\hline 42232 \& Men's \& boys' clothing \& furnishings whsle \& 37 \& D \& D \& D \& e \& D \& D \& D <br>
\hline 422320 \& Men's \& boys' clothing \& furnishings whsle \& 37 \& \& D \& D \& e \& D \& D \& D <br>
\hline 42233 \& Women's, children's, \& infants' clothing \& accessories whsle $\qquad$ \& 22 \& D \& D \& D \& c \& D \& D \& D <br>
\hline 422330 \& Women's, children's, \& infants' clothing \& accessories whsle \& 22 \& D \& D \& D \& c \& D \& D \& D <br>

\hline $$
\begin{aligned}
& 42234 \\
& 422340
\end{aligned}
$$ \& Footwear whsle. $\qquad$ Footwear whsle. $\square$ \& 8 \& D \& D \& D \& b \& D \& D \& D <br>

\hline 4224 \& Grocery \& related products whsle . . . . . General-line grocery whsle \& 307
32
32 \& $\begin{array}{rr}3148546 \\ & \text { D }\end{array}$ \& 238236 \& 55137
D \& 7555
g \& 475215 \& 157865
D \& 173351 <br>
\hline 422410 \& General-line grocery whsle........ \& 32 \& D \& D \& D \& g \& D \& D \& D <br>
\hline 4224103 \& Other general-line grocery whsle \& 29 \& D \& D \& D \& g \& D \& D \& D <br>

\hline \[
$$
\begin{aligned}
& 42242 \\
& 422420
\end{aligned}
$$

\] \& Packaged frozen food whsle ....... Packaged frozen food whsle ..... \& | 34 |
| :--- |
| 34 | \& \[

$$
\begin{array}{ll}
263 & 166 \\
263 & 166
\end{array}
$$

\] \& \[

$$
\begin{aligned}
& 12997 \\
& 12997
\end{aligned}
$$
\] \& 2719

2719 \& 436
436 \& 25836
25836 \& 12054

12054 \& $$
\begin{aligned}
& 13208 \\
& 13208
\end{aligned}
$$ <br>

\hline 42243 \& Dairy products, (except dried or canned) whsle \& 8 \& D \& D \& D \& c \& D \& D \& D <br>
\hline 422430 \& Dairy products, (except dried or canned) whsle. \& 8 \& D \& D \& D \& c \& D \& D \& D <br>
\hline 4224302 \& Dairy product (except raw milk) whsle \& 7 \& D \& D \& D \& c \& D \& D \& D <br>
\hline 42244
422440 \& Poultry \& poultry product whsle . . . . . Poultry \& poultry product whsle . . . \& 8 \& D \& D \& D \& c \& D \& D \& D <br>
\hline 4224402 \& Poultry \& poultry product (except live) whsle \& 8 \& D \& D \& D \& c \& D \& D \& D <br>
\hline 42245 \& Confectionery whsle.............. \& 15 \& D \& D \& D \& c \& D \& D \& D <br>
\hline 422450 \& Confectionery whsle............. \& 15 \& D \& D \& D \& c \& D \& D \& D <br>

\hline $$
\begin{aligned}
& 42246 \\
& 422460
\end{aligned}
$$ \& Fish \& seafood whsle. $\qquad$ Fish \& seafood whsle. $\qquad$ \& 35

35 \& D \& D \& D \& f \& D \& D \& D <br>

\hline $$
\begin{aligned}
& 42247 \\
& 422470
\end{aligned}
$$ \& Meat \& meat product whsle Meat \& meat product whsle \& 19

19 \& D \& D \& D \& e \& D \& D \& D <br>

\hline $$
\begin{aligned}
& 42248 \\
& 422480
\end{aligned}
$$ \& Fresh fruit \& vegetable whsle ....... Fresh fruit \& vegetable whsle \& \[

$$
\begin{aligned}
& 51 \\
& 51
\end{aligned}
$$
\] \& D \& D \& D \& g

g \& D \& D \& D <br>
\hline 42249 \& Other grocery \& related products whsle \& 105 \& D \& D \& D \& g \& D \& D \& D <br>
\hline 422490 \& Other grocery \& related products whsle \& 105 \& D \& D \& D \& \& D \& D \& <br>

\hline 4224901 \& Coffee, tea, \& spice whsle ..... \& 17 \& D \& D \& D \& | g |
| :--- |
| c | \& D \& D \& D <br>

\hline 4224902 \& Bread \& baked goods whsle.... \& 19 \& D \& D \& D \& g \& D \& D \& D <br>
\hline 4224903 \& Soft drinks whsle .............. \& 14 \& D \& D \& D \& b \& D \& D \& D <br>
\hline 4224905 \& Food \& beverage basic materials whsle \& 8 \& 114003 \& 7746 \& 1981 \& 222 \& 19180 \& 22754 \& 21423 <br>
\hline 4224906 \& Other grocery specialties whsle. \& 40 \& 281527 \& 15757 \& 3770 \& 556 \& 37601 \& 16252 \& 15086 <br>

\hline | 4225 |
| :--- |
| 42251 |
| 422510 | \& Farm-product raw material whsle ..... Grain \& field bean whsle . . . . . . . . . . . Grain \& field bean whsle . . . . . . . . . \& 8

5
5 \& D
D
D \& D \& D
D
D \& b \& D \& D
D
D \& D
D
D <br>
\hline
\end{tabular}

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| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA-Con. <br> Baltimore, MD PMSA - Con. <br> Agents, brokers, and commission merchantsCon. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4214 | Professional \& commercial equipment \& supplies whsle | 53 | D | D | D | c | D | D | D |
| 42143 | Computer \& computer peripheral equipment \& software whsle. | 8 | D | D | D | b | D | D | D |
| 421430 | Computer \& computer peripheral equipment \& software whsle..... | 8 | D | D | D | b | D | D | D |
| 4214301 | Computer \& peripheral equipment whsle. | 7 | D | D | D | b | D | D | D |
| 42144 421440 | Other commercial equipment whsle . | 12 | D | D | D | b | D | D | D |
|  | whsle .................. | 12 | D | D | D | b | D | D | D |
| 4214401 | Restaurant \& hotel equipment \& supplies whsle. | 10 | D | D | D | b | D | D | D |
| 42145 | Medical, dental, \& hospital equipment \& supplies whsle $\qquad$ | 20 | D | D | D | b | D | D | D |
| 421450 | Medical, dental, \& hospital equipment \& supplies whsle | 20 | D | D | D | b | D | D | D |
| 4214501 | Surgical, medical, \& hospital supplies whsle. | 18 | D | D | D | b | D | D | D |
| 4215 | Metal \& mineral (except petroleum) | 16 | D |  | D | b | D |  |  |
| 42151 | Metal service centers \& offices .. | 15 | D | D | D | b | D | D | D |
| $\begin{aligned} & 421510 \\ & 4215101 \end{aligned}$ | Metal service centers \& offices . $\ldots$. Ferrous metal service centers $\& 0$ | 15 | D | D | D | b | D | D | D |
| 42151012 | sales offices. <br> Ferrous metal sales offices... | 11 10 | D | D | ${ }_{\text {D }}^{\text {D }}$ | b | D | D | D |
| $\begin{aligned} & 42152 \\ & 421520 \end{aligned}$ | Coal \& other mineral \& ore whsle ... Coal \& other mineral \& ore whsle . | 1 1 | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | D | a | D | D | ${ }_{\text {D }}$ |
| 4216 | Electrical goods whsle .............. | 75 | D | D | D | e | D | D | D |
|  | Electrical apparatus \& equip, wiring supp, \& const material whsle . . . . . . Electrical apparatus \& equip | 33 | D | D | D | c | D | D | D |
| 421610 | Electrical apparatus \& equip, wiring supp, \& const material whsle | 33 | D | D | D | c | D | D | D |
| 42162 | Electrical appliance, television \& radio set whsle | 4 | 72778 | 1659 | 422 | 28 | 2502 | - | - |
| 421620 | Electrical appliance, television \& radio set whsle | 4 | 72778 | 1659 | 422 | 28 | 2502 | - | - |
| 42169 | Other electronic parts \& equipment whsle | 38 | D | D | D | c | D | D | D |
| 421690 | Other electronic parts \& equipment whsle $\qquad$ | 38 | D | D | D | c | D | D | D |
| 4216901 | Communications equipment \& supplies whsle | 12 | D | D | D | b | D | D | D |
| 4216902 | Electronic parts (excluding communications equipment) whsle | 12 26 | D | D | D | c | D | D | D |
| 4217 | Hardware, \& plumbing \& heating equipment \& supplies whsle |  |  |  |  |  |  |  |  |
| $\begin{aligned} & 42171 \\ & 421710 \end{aligned}$ | Hardware whsle Hardware whsle $\qquad$ | 10 10 | D | D | D | b | D | D | D |
| 42172 | Plumbing \& heating equipment \& supplies (hydronics) whsle | 20 | 97923 | 3681 | 720 | 86 | 6550 | 116 | 113 |
| 421720 | Plumbing \& heating equipment \& supplies (hydronics) whsle ...... | 20 |  | 3681 | 720 | 86 | 6550 | 116 | 113 |
| 42173 | Warm air heating \& air-conditioning equipment \& supplies whsle | 7 | D | D | D | b | D | D | D |
| 421730 | Warm air heating \& airconditioning equipment \& supplies whsle. $\qquad$ | 7 | D | D | D | b | D | D | D |
| 4218 | Machinery, equipment, \& supplies whsle | 73 | D | D | D | c | D | D | D |
| 42182 | Farm \& garden machinery \& equipment whsle. | 1 | D | D | D | a | D | D | D |
| 421820 | Farm \& garden machinery \& equipment whsle. | 1 | D | D | D | a | D | D | D |
| 42183 | Industrial machinery \& equipment whsle $\qquad$ | 47 | D | D | D | c | D | D | D |
| 421830 | Industrial machinery \& equipment whsle | 47 | D | D | D | c | D | D | D |
| 4218302 | Hydraulic \& pneumatic (fluidpower) machinery \& equipment whsle | 5 | D | D | D | b | D | D | D |
| 42183021 | Hydraulic \& pneumatic pumps |  |  |  |  | b |  |  |  |
| 4218303 | \& motors whsle $\qquad$ General-purpose industrial machinery \& equipment whsle | 4 25 | D | D | D | b | D | D | D |
|  | machinery \& equipment whsle . | 25 | D | D | D | b | D | D | D |
| $\begin{aligned} & 42184 \\ & 421840 \\ & 4218403 \end{aligned}$ | Industrial supplies whsle . . . . . . . . . . . Industrial supplies whsle.. $\qquad$ Welding supplies whsle........ | 9 9 1 | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | D D D | b b a | D D D | D | D |

Table 3. Summary Statistics for Metropolitan Areas: 1997-Con.
 MSAs, and PMSAs), see Appendix E]

\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|}
\hline NAICS code \& Geographic area, type of operation, and kind of business \& Establishments (number) \& \[
\begin{array}{r}
\text { Sales } \\
(\$ 1,000)
\end{array}
\] \& Annual payroll \((\$ 1,000)\) \& Firstquarter payroll \((\$ 1,000)\) \& \[
\begin{array}{r}
\text { Paid } \\
\text { employees } \\
\text { for pay } \\
\text { period } \\
\text { including } \\
\text { March 12 } \\
\text { (number) }
\end{array}
\] \& Operating expenses \((\$ 1,000)\) \& End-of-1996 inventories \({ }^{\text {r }}\) \((\$ 1,000)\) \& End-of-1997 inventories \({ }^{r}\) \((\$ 1,000)\) \\
\hline \& \begin{tabular}{l}
WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA-Con. \\
Baltimore, MD PMSA - Con. \\
Agents, brokers, and commission merchants Con.
\end{tabular} \& \& \& \& \& \& \& \& \\
\hline 421 \& Wholesale trade, durable goods-Con. \& \& \& \& \& \& \& \& \\
\hline 4218 \& Machinery, equipment, \& supplies whsle-Con. \& \& \& \& \& \& \& \& \\
\hline 42186 \& Transportation equipment \& supplies (exc motor vehicle) whsle \& 6 \& D \& D \& D \& a \& D \& D \& D \\
\hline 421860 \& Transportation equipment \& supplies (exc motor vehicle) whsle \& 6 \& D \& D \& D \& a \& D \& D \& D \\
\hline 4218601 \& Aircraft \& aeronautical equipment \& supplies whsle . \& 4 \& D \& D \& D \& a \& D \& D \& D \\
\hline 4219 \& Miscellaneous durable goods whsle ... \& 24 \& D \& D \& D \& b \& D \& D \& D \\
\hline 42199 \& Other miscellaneous durable goods whsle \& 15 \& D \& D \& D \& b \& D \& D \& D \\
\hline 421990 \& Other miscellaneous durable goods whsle \& 15 \& D \& D \& D \& b \& D \& D \& D \\
\hline 422 \& Wholesale trade, nondurable goods ..... \& 139 \& D \& D \& D \& g \& D \& D \& D \\
\hline \[
\begin{aligned}
\& 4221 \\
\& 42213
\end{aligned}
\] \& Paper \& paper product whsle......... . Industrial \& personal service paper \& 13 \& D \& D \& D \& b \& D \& D \& D \\
\hline \& whsle . . . . . . . . . . . . . . . . . . . . . \& 7 \& D \& D \& D \& b \& D \& D \& D \\
\hline 422130 \& Industrial \& personal service paper whsle \& 7 \& D \& D \& D \& b \& D \& D \& D \\
\hline 4223 \& Apparel, piece goods, \& notions whsle. \& 15 \& D \& D \& D \& b \& D \& D \& D \\
\hline 4224 \& Grocery \& related products whsle . . . . . General-line grocery whsle \& 64
8
8 \& 1630669 \& 42838 \& 9484 \& 1125
e

e \& 69703
D \& 10299
D \& 10691 <br>

\hline $$
\begin{aligned}
& 422410 \\
& 4224103
\end{aligned}
$$ \& General-line grocery whsle . . . . . . . Other general-line grocery \& 8 \& D \& D \& D \& e \& D \& D \& D <br>

\hline \& Other general-line grocery whsle \& 8 \& D \& D \& D \& e \& D \& D \& D <br>

\hline $$
\begin{aligned}
& 42242 \\
& 422420
\end{aligned}
$$ \& Packaged frozen food whsle ....... . Packaged frozen food whsle ..... \& 9 \& \[

$$
\begin{aligned}
& \mathrm{D} \\
& \mathrm{D}
\end{aligned}
$$
\] \& D \& D \& c \& D \& D \& D <br>

\hline $$
\begin{aligned}
& 42245 \\
& 422450
\end{aligned}
$$ \& Confectionery whsle. $\qquad$ Confectionery whsle. $\qquad$ \& 8 \& D \& D \& D \& e \& D \& D \& D <br>

\hline 42249 \& Other grocery \& related products whsle \& 26 \& D \& D \& D \& b \& D \& D \& D <br>
\hline 422490 \& Other grocery \& related products whsle \& 26 \& D \& D \& D \& b \& D \& D \& D <br>
\hline 4224906 \& Other grocery specialties whsle. \& 12 \& D \& D \& D \& b \& D \& D \& D <br>

\hline $$
\begin{aligned}
& 4226 \\
& 42261
\end{aligned}
$$ \&  \& 12 \& D \& D \& D \& b \& D \& D \& D <br>

\hline \& shapes whsle ................. \& 7 \& 66799 \& 1630 \& 264 \& 22 \& 2364 \& 231 \& 526 <br>
\hline 422610 \& Plastics materials \& basic forms \& shapes whsle \& 7 \& \& \& 264 \& 22 \& 2364 \& 231 \& 526 <br>
\hline 4229 \& Miscellaneous nondurable goods whsle \& 22 \& \& \& \& c \& \& \& <br>
\hline 42295 \& Paint, varnish, \& supplies whsle ..... \& ${ }_{3}$ \& D \& D \& D \& a \& D \& D \& D <br>

\hline $$
\begin{aligned}
& 422950 \\
& 4229501
\end{aligned}
$$ \& Paint, varnish, \& supplies whsle ..

Paint, varnish, \& supplies \& 3 \& D \& D \& D \& a \& D \& D \& D <br>
\hline \& Paint, varnish, \& supplies whsle \& 3 \& D \& D \& D \& a \& D \& D \& D <br>
\hline 42299 \& Other miscellaneous nondurable goods whsle $\qquad$ \& 10 \& D \& D \& D \& b \& D \& D \& D <br>
\hline 422990 \& Other miscellaneous nondurable goods whsle \& 10 \& D \& D \& D \& b \& D \& D \& D <br>
\hline 4229902 \& General merchandise (nondurable goods) whsle. \& 4 \& D \& D \& D \& b \& D \& D \& D <br>
\hline \& Hagerstown, MD PMSA \& \& \& \& \& \& \& \& <br>
\hline 42 \& Wholesale trade . . . . . . . . . . . \& 156 \& 922734 \& 62927 \& 14523 \& 2184 \& 123296 \& 57991 \& 67571 <br>
\hline 421 \& Wholesale trade, durable goods ........ \& 113 \& D \& D \& D \& g \& D \& D \& D <br>
\hline 4211 \& Motor vehicle \& motor vehicle parts \& supplies whsle. \& 20 \& D \& D \& D \& c \& D \& D \& D <br>
\hline 42111 \& Automobile \& other motor vehicle whsle \& 10 \& D \& D \& D \& c \& D \& D \& D <br>
\hline 421110 \& Automobile \& other motor vehicle \& \& \& D \& D \& c \& D \& D \& <br>
\hline 4211105 \& whsle Heavy truck \& tractor (over $26,000 \mathrm{lb}$ ) whsle \& 10
6 \& D \& D \& D \& c \& D \& D \& D <br>
\hline 4213 \& Lumber \& other construction materials whsle \& 5 \& D \& D \& D \& b \& D \& D \& D <br>
\hline 4214 \& Professional \& commercial equipment \& supplies whsle. \& 13 \& D \& D \& D \& b \& D \& D \& D <br>
\hline 42143 \& Computer \& computer peripheral equipment \& software whsle. \& 3 \& D \& D \& D \& b \& D \& D \& D <br>
\hline 421430 \& Computer \& computer peripheral equipment \& software whsle \& 3 \& D \& D \& D \& b \& D \& D \& <br>
\hline 4214301 \& equipment \& software whsle..... . Computer \& peripheral \& 3 \& D \& D \& D \& b \& D \& D \& D <br>

\hline \& | equipment whsle $\qquad$ |
| :--- |
| Computers \& peripheral | \& 3 \& D \& D \& D \& b \& D \& D \& D <br>

\hline 43012 \& equipment for end use \& 3 \& \& D \& D \& b \& D \& D \& D <br>
\hline
\end{tabular}

Table 3. Summary Statistics for Metropolitan Areas: 1997-Con.
 MSAs, and PMSAs), see Appendix E]

| NAICS code | Geographic area, type of operation, and kind of business | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | Annual payroll $(\$ 1,000)$ | Firstquarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories ${ }^{r}$ $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 421 | WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA-Con. <br> Hagerstown, MD PMSA-Con. <br> Wholesale trade-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| $\begin{aligned} & 4216 \\ & 42161 \\ & 421610 \end{aligned}$ | Electrical goods whsle. $\qquad$ Electrical apparatus \& equip, wiring supp, \& const material whsle Electrical apparatus \& equip, wiring supp, \& const material whsle $\qquad$ | 13 5 5 | D D D | D D D | D D D | e c c | D D D | D D D | D D D |
| 42162 421620 |  | 1 | D | D | D | b | D | D | D |
| 4217 | Hardware, \& plumbing \& heating equipment \& supplies whsle. | 9 | D | D | D | c | D | D | D |
| 4218 | Machinery, equipment, \& supplies whsle | 28 | D | D | D | c | D | D | D |
| 42182 | Farm \& garden machinery \& equipment whsle. | 6 | D | D | D | b | D | D | D |
| 421820 | Farm \& garden machinery \& equipment whsle. | 6 | D | D | D | b | D | D | D |
| 4218201 | Farm machinery \& equipmentfarm dealers | 5 | D | D | D | b | D | D | D |
| 42183 | Industrial machinery \& equipment whsle | 10 | D | D | D | b | D | D | D |
| 421830 | Industrial machinery \& equipment whsle | 10 | D | D | D | b | D | D | D |
| 4218304 | Metalworking machinery \& equipment whsle. | 1 | D | D | D | a | D | D | D |
| $\begin{aligned} & 42184 \\ & 421840 \end{aligned}$ | Industrial supplies whsle Industrial supplies whsle | 4 4 | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | D | b | D | D | D |
| 42185 | Service establishment equipment \& supplies whsle. | 1 | D | D | D | b | D | D | D |
| 421850 |  | 1 | D | D | D | b | D | D | D |
| 4218504 | Other service establishment equipment \& supplies whsle... | 1 | D | D | D | b | D | D | D |
| $\begin{aligned} & 4219 \\ & 42193 \\ & 421930 \end{aligned}$ | Miscellaneous durable goods whsle ... Recyclable material whsle Recyclable material whsle ..... | 13 9 9 | D | D | D | c c c c | D D D | D | D |
| 4219301 42193011 | Iron \& steel scrap processors \& dealers. Iron \& steel scrap processors (using power processing equipment). | 3 3 | D | D | D | b | D D | D | D |
| 422 | Wholesale trade, nondurable goods ..... | 43 | D | D | D | f | D | D | D |
| 4221 | Paper \& paper product whsle . . . . . . . . | 7 | D | D | D | c | D | D | D |
| $\begin{aligned} & 4224 \\ & 42241 \\ & 422410 \\ & 4224103 \end{aligned}$ | Grocery \& related products whsle General-line grocery whsle . General-line grocery whsle .. Other general-line grocery whsle | 12 12 2 2 | D | D | D | e c c c c | D | D | D |
| 42249 | Other grocery \& related products whsle | 5 | D | D | D | c | D | D | D |
| 422490 | Other grocery \& related products whsle | 5 | D | D | D | c | D | D |  |
| $\begin{aligned} & 4224902 \\ & 4224903 \end{aligned}$ | Bread \& baked goods whsle Soft drinks whsle | 2 3 | D | D | D | c | D | D | D |
| 4227 | Petroleum \& petroleum products whsle | 5 | D | D | D | c | D | D | D |
| $\begin{aligned} & 42271 \\ & 422710 \end{aligned}$ | Petroleum bulk stations \& terminals Petroleum bulk stations \& | 4 | D | D | D | c | D | D | D |
|  | terminals | 4 | D | D | D | c | D | D | D |
| 4227101 | Petroleum bulk stations \& terminals (except LP) | 4 | D | D | D | c | D | D | D |
| 42271011 | Petroleum bulk stations (except LP) | 3 | D | D | D | c | D | D | D |
|  | Merchant wholesalers....... | 137 | D | D | D | $g$ | D | D | D |
| 421 | Wholesale trade, durable goods ....... | 101 | D | D | D | g | D | D | D |
| 4211 | Motor vehicle \& motor vehicle parts \& supplies whsle. | 20 | D | D | D | c | D | D | D |
| 42111 | Automobile \& other motor vehicle whsle | 10 | D | D | D | c | D | D | D |
| 421110 | Automobile \& other motor vehicle whsle | 10 | D | D | D | c | D | D | D |
| 4213 | Lumber \& other construction materials whsle | 5 | D | D | D | b | D | D | D |
| 4214 | Professional \& commercial equipment \& supplies whsle | 12 | 6800 | 1430 | 334 | 70 | 3209 | 917 | 917 |
| 4216 42161 | Electrical goods whsle ............. | 7 | D | D | D | c | D | D | D |
| 421610 | supp, \& const material whsle . . . . . . Electrical apparatus \& equip, wiring supp, \& const material whsle $\qquad$ | 3 3 | D | D D | D D | c | D D | D | D |

Table 3. Summary Statistics for Metropolitan Areas: 1997-Con.
 MSAs, and PMSAs), see Appendix E]

| NAICS code | Geographic area, type of operation, and kind of business | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | $\begin{array}{r} \text { First- } \\ \text { quarter } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | Paid employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories ${ }^{\text { }}$ $(\$ 1,000)$ | End-of-1997 inventories ${ }^{r}$ $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 421 | WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA-Con. <br> Hagerstown, MD PMSA - Con. <br> Merchant wholesalers-Con. <br> Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4217 | Hardware, \& plumbing \& heating equipment \& supplies whsle. | 8 | D | D | D | c | D | D | D |
| 4218 | Machinery, equipment, \& supplies whsle | 25 | D | D | D | c | D | D | D |
| 42182 | Farm \& garden machinery \& equipment whsle. | 6 | D | D | D | b | D | D | D |
| 421820 | Farm \& garden machinery \& equipment whsle | 6 | D | D | D | b | D | D | D |
| 4218201 | Farm machinery \& equipmentfarm dealers | 5 | D | D | D | b | D | D | D |
| 42183 | Industrial machinery \& equipment whsle | 8 | D | D | D | b | D | D | D |
| 421830 | Industrial machinery \& equipment whsle | 8 | D | D | D | b | D | D | D |
| 4218304 | Metalworking machinery \& equipment whsle. | 1 | D | D | D | a | D | D | D |
| 42185 | Service establishment equipment \& supplies whsle. | 1 | D | D | D | b | D | D | D |
| 421850 | Service establishment equipment \& supplies whsle | 1 | D | D | D | b | D | D | D |
| 4218504 | Other service establishment equipment \& supplies whsle ... | 1 | D | D | D | b | D | D | D |
| 4219 <br> 42193 <br> 421930 <br> 421930 | Miscellaneous durable goods whsle ... Recyclable material whsle Recyclable material whsle Iron \& steel scrap processors \& | 13 9 9 | D | D | D | c c c d | D | D | D |
| 42193011 | dealers Iron \& steel scrap processors (using power processing equipment). | 3 3 | D | D | D | b | D D | D | D |
| 422 | Wholesale trade, nondurable goods ..... | 36 | D | D | D | $f$ | D | D | D |
| 4221 | Paper \& paper product whsle . . . . . . . | 6 | D | D | D | c | D | D | D |
| 4224 | Grocery \& related products whsle ..... General-line grocery whsle | 7 2 2 | D | D | D | e c c | D | D | D |
| $\begin{aligned} & 422410 \\ & 4224103 \end{aligned}$ | General-line grocery whsle . . . . . . . Other general-line grocery whsle | 2 2 | D | D | D | c | D | D | D |
| 42249 | Other grocery \& related products whsle | 2 | D | D | D | b | D | D | D |
| 422490 | Other grocery \& related products whsle | 2 | D | D | D | b | D | D | D |
| 4224903 | Soft drinks whsle ............... | 2 | D | D | D | b | D | D | D |
| 4227 | Petroleum \& petroleum products whsle $\qquad$ | 5 | D | D | D | c | D | D |  |
| $\begin{aligned} & 42271 \\ & 422710 \end{aligned}$ | Petroleum bulk stations \& terminals. Petroleum bulk stations \& | 4 | D | D | D | c | D | D | D |
|  | terminals ..................... | 4 | D | D | D | c | D | D | D |
| 4227101 | Petroleum bulk stations \& terminals (except LP) | 4 | D | D | D | c | D | D | D |
| 42271011 | Petroleum bulk stations (except LP) | 3 | D | D | D | c | D | D | D |
|  | Manufacturers' sales branches and sales offices . . | 11 | D | D | D | c | D | D | D |
| 421 | Wholesale trade, durable goods ........ | 5 | D | D | D | b | D | D | D |
| 4214 | Professional \& commercial equipment \& supplies whsle. | 1 | D | D | D | b | D | D | D |
| 42143 | Computer \& computer peripheral equipment \& software whsle. | 1 | D | D | D | b | D | D | D |
| 421430 | Computer \& computer peripheral equipment \& software whsle. . | 1 | D | D | D | b | D | D | D |
| 422 | Wholesale trade, nondurable goods ..... | 6 | D | D | D | c | D | D | D |
| 4224 | Grocery \& related products whsle ..... | 5 | D | D | D | c | D | D | D |
|  | Agents, brokers, and commission merchants ..... | 8 | D | D | D | b | D | D | D |
| 421 | Wholesale trade, durable goods ....... | 7 | D | D | D | b | D | D | D |
| $\begin{aligned} & 4216 \\ & 42162 \end{aligned}$ | Electrical goods whsle ............. | 4 | D | D | D | b | D | D | D |
| 421620 | radio set whsle $\qquad$ | 1 | D | D | D | b | D | D | D |
|  | Eradio set whsle . . . . . . . . . . | 1 | D |  |  |  | D | D | D |

Table 3. Summary Statistics for Metropolitan Areas: 1997-Con.
 MSAs, and PMSAs), see Appendix E]

| NAICS code | Geographic area, type of operation, and kind of business | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | Annual payroll $(\$ 1,000)$ | Firstquarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories ${ }^{\text {r }}$ $(\$ 1,000)$ | End-of-1997 inventories ${ }^{\text {r }}$ $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA-Con. <br> Washington, DC-MD-VA-WV PMSA |  |  |  |  |  |  |  |  |
| 42 | Wholesale trade ............ | 4597 | 47260420 | 3136480 | 805467 | 69965 | 5794315 | 2145511 | 2233699 |
| 421 | Wholesale trade, durable goods . | 3246 | 35121702 | 2328416 | 613608 | 47424 | 4295374 | 1616789 | 1651397 |
| 4211 | Motor vehicle \& motor vehicle parts \& supplies whsle. | 316 | 14853895 | 185619 | 46483 | 5205 | 470321 | 414230 | 410217 |
| 42111 | Automobile \& other motor vehicle whsle | 96 | 13235749 | 68900 | 18073 | 2002 | 239298 | 158403 | 141101 |
| 421110 | Automobile \& other motor vehicle whsle | 96 | 13235749 | 68900 | 18073 |  | 239298 | 158403 | $141101$ |
| $\begin{aligned} & 4211101 \\ & 4211102 \end{aligned}$ | Automobile \& motorcycle whsle . Bus \& recreational vehicle | 58 | 5086038 | 28819 | 7633 | 1076 | 117367 | 46011 | 44289 |
|  | whsle ...................... | 6 | D | D | D | b | D | D | D |
| 4211103 | Light truck \& van (14,000 lb or less) whsle. | 8 | 7948867 | 20778 | 5846 | 324 | 88327 | 79405 | 62854 |
| 4211104 | Medium truck \& tractor $(14,001$ lb to $26,000 \mathrm{lb}$ ) whsle. | 7 | D | D | D | c | D | D | D |
| 4211105 | Heavy truck \& tractor (over $26,000 \mathrm{lb}$ ) whsle | 17 | D | D | D | e | D | D | D |
| 42112 | Motor vehicle supplies \& new parts whsle | 119 | 1494295 | 87751 | 21546 | 2130 | 176859 | 243987 | 255888 |
| 421120 | Motor vehicle supplies \& new parts whsle | 119 | 1494295 | 87751 | 21546 | 2130 | 176859 | 243987 | 255888 |
| 4211201 | Motor vehicle supplies \& new parts - warehouse distributors . | 47 | D | D | D | f | D | D | D |
| 4211202 | Motor vehicle supplies \& new parts-jobbers. $\qquad$ | 65 | D | D | D | g | D | D | D |
| 4211203 | Petroleum products marketing equipment whsle. | 7 | D | D | D | b | D | D | D |
| $\begin{aligned} & 42113 \\ & 421130 \end{aligned}$ | Tire \& tube whsle $\qquad$ Tire \& tube whsle $\qquad$ | 17 17 | D | D | D | c | D | D | D |
| 42114 421140 | Motor vehicle parts, (used) whsle . Motor vehicle parts, (used) whsle | 84 84 | D | D | D | f | D | D | D |
| 4212 | Furniture \& home furnishings whsle ... | 276 | 1231297 | 92251 | 21114 | 2235 | 164689 | 54472 | 57303 |
| 42121 | Furniture whsle .................. | 149 | 826328 | 46766 | 10599 | 976 | 82864 | 21095 | 22272 |
| 421210 | Furniture whsle .................. | 149 | 826328 | 46766 | 10599 | 976 | 82864 | 21095 | 22272 |
| 4212101 | Household \& lawn furniture whsle $\qquad$ | 47 | 130335 | 6795 | 1560 | 146 | 16873 | 8864 | 9294 |
| 4212102 | Office \& business furniture whsle | 102 | 695993 | 39971 | 9039 | 830 | 65991 | 12231 | 12978 |
| 42122 | Home furnishings whsle .......... | 127 | 404969 | 45485 | 10515 | 1259 | 81825 | 33 377 | 35031 |
| 42122012010 | Home furnishings whsle ........ Household china, glassware, \& | 127 | 404969 | 45485 | 10515 | 1259 | 81825 | 33377 | 35031 |
|  | crockery whsle | 23 | 67231 | 7183 | 1910 | 218 | 13792 | 12182 | 12689 |
| 4212202 | Linens, domestics, draperies, \& curtains whsle |  | 95329 | 9490 | 2230 | 274 | 16345 | 3934 | 3826 |
| $\begin{aligned} & 4212203 \\ & 4212204 \end{aligned}$ | Floor coverings whsle $\qquad$ Other home furnishings whsle . . | 45 33 |  |  |  | e e | D | D | D |
| 4213 | Lumber \& other construction materials whsle | 143 | 930401 | 64913 | 15030 | 1704 | 120980 | 60016 | 69726 |
| 42131 | Lumber, plywood, millwork, \& wood panel whsle | 60 | 554417 | 34800 | 7129 | 883 | 63563 | 38099 | 46590 |
| 421310 | Lumber, plywood, millwork, \& wood panel whsle | 60 | 554417 |  |  | 883 |  |  |  |
| 4213101 | Lumber without yard whsle...... | 4 |  | 34800 | 7 | 883 $a$ | 635 D | 38099 D | 46590 |
| 4213102 | Lumber with yard whsle....... | 8 | D | D | D | c | D | D | D |
| 4213103 | Plywood, veneer, millwork, \& wood panel whsle | 48 | 447555 | 27772 | 5885 | 669 | 49988 | 29287 | 37378 |
| 42132 | Brick, stone, \& related construction materials whsle $\qquad$ | 29 | 167434 | 8343 | 1756 | 221 | 16381 | 7712 | 8378 |
| 421320 | Brick, stone, \& related construction materials whsle. | 29 | 167434 | 8343 | 1756 | 221 | 16381 | 7712 | 8378 |
| 4213201 | Brick, block, tile, clay/cement sewer pipe whsle $\qquad$ | 15 | 30006 | 2611 |  | 105 | 6137 | 3143 | 3509 |
| 4213202 | Sand, gravel, \& stone whsle.... | 9 |  |  | D | b | D | D | D |
| 4213203 | Cement, lime, \& related products whsle | 5 | D | D | D | b | D | D | D |
| 42133 | Roofing, siding, \& insulation material whsle | 19 | 62527 | 4121 | 934 | 124 | 10200 | 4016 | 4641 |
| 421330 | Roofing, siding, \& insulation material whsle . | 19 | 62527 | 4121 | 934 | 124 | 10200 | 4016 | 4641 |
| 4213301 | Roofing, siding, \& insulation material whsle | 19 | 62527 | 4121 | 934 | 124 | 10200 | 4016 | 4641 |
| $\begin{aligned} & 42139 \\ & 421390 \end{aligned}$ | Other construction materials whsle . . Other construction materials | 35 | 146023 | 17649 | 5211 | 476 | 30836 | 10189 | 10117 |
|  | whsle Flat g . ${ }^{\text {ati.............. }}$ | 35 | 146023 | 17649 | 5211 | 476 | 30836 | 10189 | 10117 |
| 4213901 | Flat glass \& other construction glass whsle | 8 | 19147 | 3065 | 1840 | 174 | 4835 | 2591 | 1863 |
| 4213902 | Other construction materials whsle | 27 | 126876 | 14584 | 3371 | 302 | 26001 | 7598 | 8254 |

Table 3. Summary Statistics for Metropolitan Areas: 1997-Con.
 MSAs, and PMSAs), see Appendix E]


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 MSAs, and PMSAs), see Appendix E]

| NAICS code | Geographic area, type of operation, and kind of business | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | Firstquarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories ${ }^{\text {r }}$ $(\$ 1,000)$ | End-of-1997 inventories ${ }^{r}$ $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 42 422 | WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA-Con. <br> Washington, DC-MD-VA-WV PMSA-Con. <br> Wholesale trade-Con. <br> Wholesale trade, nondurable goodsCon. |  |  |  |  |  |  |  |  |
| $\begin{aligned} & 4224 \\ & 42241 \\ & 422410 \\ & 4224103 \end{aligned}$ | Grocery \& related products whsle . . . . . General-line grocery whsle . . . . . . . . . General-line grocery whsle . . . . . . . Other general-line grocery | 374 50 50 | $\begin{array}{r} 4133274 \\ 966039 \\ 966039 \end{array}$ | 278665 60136 60136 | 63398 13914 13914 | $\begin{aligned} & 9091 \\ & 1991 \\ & 1971 \end{aligned}$ | 487077 87949 87949 | 139752 41362 41362 | $\begin{array}{r} 153654 \\ 47915 \\ 47915 \end{array}$ |
|  | whsle ..................... | 45 | D | D | D | g | D | D | D |
| $\begin{aligned} & 42242 \\ & 422420 \end{aligned}$ | Packaged frozen food whsle ....... . Packaged frozen food whsle ..... | $\begin{aligned} & 29 \\ & 29 \end{aligned}$ | D | D | D | f | D | D | D |
| 42243 | Dairy products, (except dried or canned) whsle | 20 | D | D | D | e | D | D | D |
| 422430 | Dairy products, (except dried or canned) whsle | 20 | D | D | D | e | D | D | D |
| 4224301 4224302 | Raw milk whsle. $\qquad$ Dairy product (except raw milk) | 1 | D | D | D | b | D | D | D |
|  | whsle ...................... | 19 | D | D | D | e | D | D | D |
| $\begin{aligned} & 42244 \\ & 422440 \end{aligned}$ | Poultry \& poultry product whsle . . . . . Poultry \& poultry product whsle ... | 11 11 | 145808 145808 | 6738 6738 | 1572 1572 | 176 176 | 12974 12974 | 1346 1346 | 1545 1545 |
| 4224402 | Poultry \& poultry product (except live) whsle . . . . . . . . . . . | 10 | D | D | D | c | D | D | D |
| 42245 | Confectionery whsle.. | 21 | 146937 146937 | 18186 18 | 4 4 4 270 | 526 | 29 2949 | 4 4 4 162 | 5133 5 |
|  | Confectionery whsle | 21 | 14693 | 18186 | 4270 | 526 |  |  |  |
| $\begin{aligned} & 42246 \\ & 422460 \end{aligned}$ | Fish \& seafood whsle. . . . . . . . . . . . . . Fish \& seafood whsle. | $\begin{aligned} & 22 \\ & 22 \end{aligned}$ | D | D | D | e | D | D | D |
| 42247 | Meat \& meat product whsle . | 31 | 368145 | 17143 | 3228 | 428 | 31396 | 5999 | 6377 |
| 422470 | Meat \& meat product whsle ...... | 31 | 368145 | 17143 | 3228 | 428 | 31396 | 5999 | 6377 |
| $\begin{aligned} & 42248 \\ & 422480 \end{aligned}$ | Fresh fruit \& vegetable whsle ....... Fresh fruit \& vegetable whsle ..... | 41 41 | 234219 234219 | 21400 21400 | 4363 4363 | 758 758 | 34968 34968 | 4253 4253 | 4408 4408 |
| 42249 | Other grocery \& related products whsle | 149 | D | D | D | h | D | D | D |
| 422490 | Other grocery \& related products whsle | 149 | D | D | D | h | D | D | D |
| 4224901 | Coffee, tea, \& spice whsle ..... | 22 | D | D | D | e | D | D | D |
| 4224902 | Bread \& baked goods whsle.... | 39 | D | D | D | ${ }^{\text {f }}$ | D | D | D |
| 4224903 | Soft drinks whsle . . . . . . . . . . . | 33 | 501467 | 52875 | 12173 | 1649 | 103201 | 9621 | 8866 |
| 4224904 | Canned goods whsle . . . . . . . . | 16 | 94419 | 7934 | 2283 | 410 | 11802 | 13484 | 5093 |
| 4224906 | Other grocery specialties whsle. | 39 | D | D | D | f | D | D |  |
| 4225 | Farm-product raw material whsle ..... | 29 | D | D | D | c | D | D | D |
| 42259 | Other farm product raw material whsle | 12 | D | D | D | c | D | D | D |
| 422590 | Other farm product raw material whsle | 12 | D | D | D | c | D | D | D |
| 4226 | Chemical \& allied products whsle . ${ }^{\text {a }}$. | 99 | D | D | D | f | D | D | D |
| 42261 | Plastics materials \& basic forms \& shapes whsle | 19 | D | D | D | b | D | D | D |
| 422610 | Plastics materials \& basic forms \& shapes whsle | 19 | D | D | D | b | D | D | D |
| 42269 | Other chemical \& allied products whsle | 80 | D | D | D | f | D | D | D |
| 422690 | Other chemical \& allied products whsle $\qquad$ | 80 | D | D | D | f | D | D | D |
| 4226901 | Industrial gases (except LP) whsle | 9 | 27943 | 7917 | 1933 | 164 | 12921 | 2786 | 3023 |
| 4226902 | Other chemical \& allied products whsle | 71 | D | D | D | f | D | D | D |
| 4227 | Petroleum \& petroleum products whsle | 58 | D | D | D |  | D | D | D |
| 42271 422710 | Petroleum bulk stations \& terminals . Petroleum bulk stations \& | 37 | 1563998 | 27834 | 7507 | 993 | 68434 | 58593 | 62082 |
|  | terminals | 37 | 1563998 | 27834 | 7507 | 993 | 68434 | 58593 | 62082 |
| 4227101 | Petroleum bulk stations \& terminals (except LP).......... | 36 | D | D | D | $f$ | D | D | D |
| 42271011 | Petroleum bulk stations (except LP) | 26 | D | D | D | $f$ | D | D | D |
| 42271012 | Petroleum bulk terminals (except LP) | 10 | D | D | D | e | D |  |  |
| 4227102 | (except LP) <br> Liquefied petroleum bulk stations \& terminals | 10 1 | D | D | D | e a | D | D | D |
| 42272 | Petroleum \& petroleum prod whsle (exc bulk stations \& terminals) | 21 | D | D | D | f | D | D | D |
| 422720 | Petroleum \& petroleum prod whsle (exc bulk stations \& terminals) ... | 21 | D | D | D | f | D | D | D |
| 4228 | Beer, wine, \& distilled alcoholic beverage whsle. | 68 | 949140 | 75755 | 17441 | 2003 | 150132 | 71228 |  |
| $\begin{aligned} & 42281 \\ & 422810 \end{aligned}$ | Beer \& ale whsle. Beer \& ale whsle | 28 28 | $\begin{array}{r}\text { D } \\ \text { D } \\ \hline\end{array}$ | ( ${ }^{\text {D }}$ | ( ${ }^{\text {D }}$ | g g | - ${ }^{\text {D }}$ | 71 | D |
| 42282 | Wine \& distilled alcoholic beverage whsle | 40 | D | D | D | f | D | D | D |
| 422820 | Wine \& distilled alcoholic beverage whsle | 40 | D | D | D | f | D | D | D |
| 4228201 | Wine \& distilled alcoholic bev (licensed operation) whsle | 40 40 | D | D | D | f | D | D | D |

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 MSAs, and PMSAs), see Appendix E]


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 MSAs, and PMSAs), see Appendix E]

\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|}
\hline NAICS code \& Geographic area, type of operation, and kind of business \& Establishments (number) \& \[
\begin{array}{r}
\text { Sales } \\
(\$ 1,000)
\end{array}
\] \& Annual payroll \((\$ 1,000)\) \& Firstquarter payroll \((\$ 1,000)\) \& \begin{tabular}{l}
Paid \\
employees for pay period including March 12 (number)
\end{tabular} \& Operating expenses \((\$ 1,000)\) \& End-of-1996 inventories \({ }^{r}\) \((\$ 1,000)\) \& End-of-1997 inventories \({ }^{r}\) \((\$ 1,000)\) \\
\hline 421 \& \begin{tabular}{l}
WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA-Con. \\
Washington, DC-MD-VA-WV PMSA-Con. \\
Merchant wholesalers-Con. \\
Wholesale trade, durable goods-Con.
\end{tabular} \& \& \& \& \& \& \& \& \\
\hline \[
\begin{aligned}
\& 4216 \\
\& 42161 \\
\& 421610
\end{aligned}
\] \& Electrical goods whsle. \(\qquad\) Electrical apparatus \& equip, wiring supp, \& const material whsle Electrical apparatus \& equip, wiring supp, \& const material whsle \(\qquad\) \& 349
90
90 \& 1791630
319454
319454 \& 216537
37951
37951 \& 48568
8692
8692 \& 4574
908

908 \& 379231
66521
66521 \& 128882
26819
26819 \& 139206
26204
26204 <br>
\hline 42162
421620 \& Electrical appliance, television \& radio set whsle Electrical appliance, television \& radio set whsle \& 29
29 \& 139376
139376 \& 10800
10800 \& 2516
2516 \& 367
367 \& 24571
24571 \& 14208
14208 \& 15123
15123 <br>
\hline 42169
421690
4216901

4216902 \& Other electronic parts \& equipment whsle Other electronic parts \& equipment whsle Communications equipment \& supplies whsle. Electronic parts (excluding communications equipment) whsle \& | 230 |
| :--- |
| 230 |
| 136 |
| 94 | \& 1332800

1332800
772842
559958 \& 167786
167786
126726
41060 \& 37360
37360
27610
9750 \& 3299
3299
2535

764 \& 288139
288139
218428
69711 \& 87855
87855
41850
46005 \& 97879
97879
49844
48035 <br>

\hline $$
\begin{aligned}
& 4217 \\
& 42171 \\
& 421710
\end{aligned}
$$ \& Hardware, \& plumbing \& heating equipment \& supplies whsle Hardware whsle $\qquad$ Hardware whsle $\qquad$ \& \[

$$
\begin{array}{r}
212 \\
99 \\
99
\end{array}
$$
\] \& 645640

242833
242833 \& 78486
35788
35788 \& 19003
8877
8877 \& 2454
1
1
1 305 \& 145510
66712
66712 \& 100948
40078

40078 \& | 95 |
| :--- |
| 151 |
| 38033 |
| 38 |
| 033 | <br>

\hline 42172
421720 \& Plumbing \& heating equipment \& supplies (hydronics) whsle ........ Plumbing \& heating equipment \& supplies (hydronics) whsle ...... \& 37
37 \& D \& D \& D \& e \& D \& D \& D <br>
\hline 42173
421730 \& Warm air heating \& air-conditioning equipment \& supplies whsle....... Warm air heating \& airconditioning equipment \& supplies whsle. $\qquad$ \& 61
61 \& 235420
235420 \& 22007
22007 \& 5169
5169 \& 558
558 \& 41749
41749 \& 35166
35166 \& 32033
32033 <br>
\hline 42174
421740 \& Refrigeration equipment \& supplies whsle Refrigeration equipment \& supplies whsle. \& 15
15 \& D \& D \& D \& c \& D \& D \& D <br>
\hline 4218 \& Machinery, equipment, \& supplies whsle \& 440 \& 1452015 \& 175654 \& 40657 \& 4615 \& 332898 \& 251150 \& 280487 <br>
\hline 42181

421810 \& | Construction \& mining (except petroleum) machinery \& equip whsle $\qquad$ |
| :--- |
| Construction \& mining (except petroleum) machinery \& equip whsle $\qquad$ | \& 46

46 \& D
D \& D
D \& D
D \& f
f \& D
D \& D
D \& D
D <br>
\hline 42182 \& Farm \& garden machinery \& equipment whsle. \& 45 \& D \& D \& D \& e \& D \& D \& D <br>
\hline 421820 \& \& 45 \& D \& D \& D \& e \& D \& D \& D <br>
\hline 4218201 \& Farm machinery \& equipmentfarm dealers \& 33 \& 63174 \& 7712 \& 1804 \& 319 \& 13684 \& 21593 \& 22971 <br>
\hline 4218202 \& Farm machinery \& equipmentwhsle distributors \& 8 \& \& D \& D \& b \& D \& D \& D <br>
\hline 42183 \& Industrial machinery \& equipment whsle $\qquad$ \& 158 \& 492237 \& 61583 \& 14491 \& 1569 \& 119070 \& 51902 \& 59126 <br>
\hline 421830 \& Industrial machinery \& equipment whsle $\qquad$ \& 158 \& 492237 \& 61583 \& 14491 \& 1569 \& 119070 \& 51902 \& 59126 <br>
\hline 4218301 \& Food-processing machinery \& equipment whsle. \& 11 \& D \& D \& D \& c \& D \& D \& D <br>
\hline 4218302 \& Hydraulic \& pneumatic (fluidpower) machinery \& equipment whsle $\qquad$ \& 15 \& 14195 \& 1802 \& 408 \& 50 \& 3291 \& 1117 \& 1456 <br>
\hline 4218303 \& General-purpose industrial machinery \& equipment whsle . \& 54 \& D \& D \& D \& f \& D \& D \& D <br>
\hline 4218305 \& Materials handling equipment whsle \& 26 \& 178572 \& 22025 \& 5044 \& 510 \& 39112 \& 12812 \& 14261 <br>
\hline 4218306 \& Oilwell, oil refinery, \& pipeline mach, equip, \& supplies whsle. \& 5 \& D \& \& \& \& \& \& <br>

\hline 4218307 \& | mach, equip, \& supplies whsle. |
| :--- |
| Other industrial machinery \& equipment whsle. $\qquad$ | \& 5

41 \& D \& D \& D \& a \& D \& D \& D <br>
\hline 42184

421840 \& Industrial supplies whsle Industrial supplies whsle \& $$
\begin{aligned}
& 59 \\
& 59
\end{aligned}
$$ \& \[

$$
\begin{aligned}
& \mathrm{D} \\
& \mathrm{D}
\end{aligned}
$$

\] \& \[

$$
\begin{aligned}
& \mathrm{D} \\
& \mathrm{D}
\end{aligned}
$$
\] \& D \& e \& D \& D \& D <br>

\hline 4218401 \& General-line industrial supplies whsle \& 10 \& D \& D \& D \& b \& D \& D \& D <br>
\hline 4218402 \& Mechanical power transmission supplies whsle \& 9 \& \& D \& D \& b \& D \& D \& D <br>
\hline 4218403 \& Welding supplies whsle......... \& 13 \& 6805 \& 760 \& 205 \& 22 \& 1503 \& 1210 \& 1006 <br>
\hline 4218404

4218406 \& Industrial containers \& supplies whsle Other industrial supplies whsle \& 13 \& $$
\begin{aligned}
& \mathrm{D} \\
& \mathrm{D}
\end{aligned}
$$ \& D \& D \& c \& D \& D \& D <br>

\hline
\end{tabular}

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| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA-Con. <br> Washington, DC-MD-VA-WV PMSA-Con. <br> Merchant wholesalers-Con. <br> Wholesale trade, nondurable goodsCon. |  |  |  |  |  |  |  |  |
| 4223 42231 422310 4223101 | Apparel, piece goods, \& notions whsle. Piece goods, notions, \& other dry goods whsle Piece goods, notions, \& other dry goods whsle Piece goods-jobbers $\qquad$ | 97 21 21 18 | 197136 D D D | 22584 | 4869 D D D | 850 $b$ $b$ $b$ | 46517 D D D | 24211 D D D | 29959 D D D |
| 42232 422320 | Men's \& boys' clothing \& furnishings whsle Men's \& boys' clothing \& furnishings whsle $\qquad$ | 43 43 | D | D | D | f | D | D | D |
| 42233 422330 | Women's, children's, \& infants' clothing \& accessories whsle . ...... Women's, children's, \& infants' clothing \& accessories whsle | 28 28 | $\begin{aligned} & 17094 \\ & 17 \quad 094 \end{aligned}$ | $\begin{aligned} & 1722 \\ & 1722 \end{aligned}$ | 377 377 | 92 92 | 4579 4579 | 1230 1230 | 3176 3176 |
| $\begin{aligned} & 4224 \\ & 42241 \\ & 422410 \\ & 4224103 \end{aligned}$ | Grocery \& related products whsle . . . . . General-line grocery whsle. General-line grocery whsle . . . . . . . Other general-line grocery whsle | 312 46 46 41 | $\begin{array}{r} 2779934 \\ \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \end{array}$ | $\begin{array}{r} 200262 \\ \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \end{array}$ | $\begin{array}{r} 44836 \\ D \\ D \\ D \end{array}$ | 6302 g g g | $\begin{array}{r} 346423 \\ \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \end{array}$ | 131089 D D D | $\begin{array}{r} 145390 \\ \mathrm{D} \\ \mathrm{D} \end{array}$ |
| $\begin{aligned} & 42242 \\ & 422420 \end{aligned}$ | Packaged frozen food whsle ....... Packaged frozen food whsle ..... | 20 20 | D | D | D | f | D | D | D |
| 42243 422430 | Dairy products, (except dried or canned) whsle. Dairy products, (except dried or | 18 | D | D | D | e | D | D | D |
| $\begin{aligned} & 4224301 \\ & 4224302 \end{aligned}$ | canned) whsle Raw milk whsle Dairy product (except raw milk) whsle | 18 1 17 | D D D | D | D | e | D | D | D |
| $\begin{aligned} & 42244 \\ & 422440 \\ & 4224402 \end{aligned}$ | Poultry \& poultry product whsle . . . . . Poultry \& poultry product whsle . . . Poultry \& poultry product (except live) whsle | 10 10 9 | D ${ }^{\text {D }}$ | D | D | c | D | D | D |
| $\begin{aligned} & 42245 \\ & 422450 \end{aligned}$ | Confectionery whsle. $\qquad$ Confectionery whsle. $\qquad$ | 17 17 | D | D | D | c | D | D | D |
| $\begin{aligned} & 42246 \\ & 422460 \end{aligned}$ | Fish \& seafood whsle. . . . . . . . . . . . . . Fish \& seafood whsle | 22 22 22 | D | D | D | e | D | D | D |
| $\begin{aligned} & 42247 \\ & 422470 \end{aligned}$ | Meat \& meat product whsle . . . . . . . . Meat \& meat product whsle ...... | 29 29 | D | D | D | $\stackrel{\text { e }}{\text { e }}$ | D | D | D |
| $\begin{aligned} & 42248 \\ & 422480 \end{aligned}$ | Fresh fruit \& vegetable whsle . . . . . . . Fresh fruit \& vegetable whsle ..... | 38 38 | D | D | D | f | D | D | D |
| 42249 422490 | Other grocery \& related products whsle $\qquad$ Other grocery \& related products | 112 | D | D | D | g | D | D | D |
| $\begin{aligned} & 4224901 \\ & 4224902 \\ & 4224903 \\ & 4224904 \\ & 4224906 \end{aligned}$ | whsle <br> Coffee, tea, \& spice whsle ..... <br> Bread \& baked goods whsle. $\qquad$ <br> Soft drinks whsle <br> Canned goods whsle $\qquad$ <br> Other grocery specialties whsle. | 112 20 26 17 15 34 | D D D D D D | D D D D D D | D D D D D D | g e e e e f f | D D D D D D | D | D D D D D D |
| 4225 | Farm-product raw material whsle ..... | 17 | 14920 | 1140 | 180 | 48 | 2589 | 2199 | 2713 |
| $\begin{aligned} & 4226 \\ & 42261 \end{aligned}$ | Chemical \& allied products whsle ..... Plastics materials \& basic forms \& | 79 | D | D | D | f | D | D | D |
| 422610 | shapes whsle Plastics materials \& basic forms \& shapes whsle | 18 18 | D | D | D | b | D | D | D |
| 42269 | Other chemical \& allied products whsle $\qquad$ | 61 | D | D | D | f | D | D | D |
| 422690 | Other chemical \& allied products whsle $\qquad$ | 61 | D | D | D | $f$ | D | D | D |
| 4226901 | Industrial gases (except LP) whsle | 9 | 27943 | 7917 | 1933 | 164 | 12921 | 2786 | 3023 |
| 4226902 | Other chemical \& allied products whsle | 52 | D | D | D | e | D | D | D |
| 4227 | Petroleum \& petroleum products whsle | 45 | 539612 | 17272 | 4462 | 886 | 45156 | 16850 | 13735 |
| $\begin{aligned} & 42271 \\ & 422710 \end{aligned}$ | Petroleum bulk stations \& terminals . Petroleum bulk stations \& | 29 | D | D | D | f | D | D | D |
| 4227101 | terminals | 29 | D | D | D | f | D | D | D |
| 4227101 | Petroleum bulk stations \& terminals (except LP) | 28 | D | D | D | f | D | D | D |
| 42271011 | Petroleum bulk stations (except LP) | 25 | D | D | D | $f$ | D | D | D |
| 4227102 | Liquefied petroleum bulk stations \& terminals | 1 | D | D | D | a | D | D | D |
| 42272 422720 | Petroleum \& petroleum prod whsle (exc bulk stations \& terminals) . . . . . Petroleum \& petroleum prod whsle (exc bulk stations \& terminals) ... | 16 16 | D | D <br> D | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | b | D | D | D |

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| NAICS code | Geographic area, type of operation, and kind of business | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | Annual payroll $(\$ 1,000)$ | Firstquarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories ${ }^{r}$ $(\$ 1,000)$ | End-of-1997 inventories ${ }^{r}$ $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA-Con. <br> Washington, DC-MD-VA-WV PMSA-Con. <br> Merchant wholesalers-Con. <br> Wholesale trade, nondurable goodsCon. |  |  |  |  |  |  |  |  |
| $\begin{aligned} & 4228 \\ & 42281 \\ & 422810 \end{aligned}$ | Beer, wine, \& distilled alcoholic beverage whsle. Beer \& ale whsle. $\qquad$ Beer \& ale whsle. $\qquad$ | $\begin{aligned} & 63 \\ & 27 \\ & 27 \end{aligned}$ | D | D D D | D D D | g g g | D D D | D | D D D |
| 42282 422820 4228201 | Wine \& distilled alcoholic beverage whsle $\qquad$ Wine \& distilled alcoholic beverage whsle $\qquad$ Wine \& distilled alcoholic bev (licensed operation) whsle | 36 36 36 | D | D D D | D | f f f | D D D | D | D |
| $\begin{aligned} & 4229 \\ & 42291 \\ & 422910 \\ & 4229102 \end{aligned}$ | Miscellaneous nondurable goods whsle Farm supplies whsle $\qquad$ Farm supplies whsle ................ Farm supplies-whsle distributors. | 310 22 22 12 | D | D D D D | D D D D | h c c c | D D D D | D | D |
| 42292 422920 | Book, periodical, \& newspaper whsle Book, periodical, \& newspaper whsle | 83 83 | D | D | D | g | D | D | D |
| 42293 422930 | Flower, nursery stock, \& florists' supplies whsle. $\qquad$ Flower, nursery stock, \& florists' supplies whsle. $\qquad$ | 29 29 | D | D | D | e | D | D | D |
| $\begin{aligned} & 42294 \\ & 422940 \end{aligned}$ | Tobacco \& tobacco product whsle... Tobacco \& tobacco product whsle. | $\begin{aligned} & 14 \\ & 14 \end{aligned}$ | D | D | D | e | D | D | D |
| $\begin{aligned} & 42295 \\ & 422950 \\ & 4229501 \end{aligned}$ | Paint, varnish, \& supplies whsle .... Paint, varnish, \& supplies whsle Paint, varnish, \& supplies whsle $\qquad$ | 17 17 17 | D | D | D | c | D | D | D |
| 42299 422990 | Other miscellaneous nondurable goods whsle $\qquad$ Other miscellaneous nondurable | 145 | D | D | D | f | D | D | D |
| $\begin{aligned} & 4229901 \\ & 4299901 \end{aligned}$ | goods whsle <br> Art goods whsle $\qquad$ <br> General merchandise | 145 43 | D | D | D | f | D | D | D |
| 4229902 4229904 | General merchandise (nondurable goods) whsle..... Other nondurable goods whsle . | 33 66 | D | D | D | c | D | D | D |
|  | Manufacturers' sales branches and sales offices . . | 375 | 20624225 | 1161534 | 342157 | 18256 | 2019883 | 596523 | 583553 |
| 421 | Wholesale trade, durable goods ........ | 259 | 17232338 | 976532 | 294527 | 14334 | 1669582 | 523058 | 506464 |
| 4211 | Motor vehicle \& motor vehicle parts \& supplies whsle. | 13 | D | D | D | g | D | D | D |
| 42111 | Automobile \& other motor vehicle whsle | 8 | D | D | D | c | D | D | D |
| 421110 | Automobile \& other motor vehicle whsle | 8 | D | D | D | c | D | D | D |
| 4211103 | Light truck \& van (14,000 lb or less) whsle. | 5 | D | D | D | c | D | D | D |
| 42112 | Motor vehicle supplies \& new parts whsle | 5 | D | D | D | f | D | D | D |
| 421120 |  | 5 | D | D | D | f | D | D | D |
| 4211202 | Motor vehicle supplies \& new parts-jobbers | 5 | D | D | D | f | D | D | D |
| $\begin{aligned} & 4212 \\ & 42121 \\ & 421210 \\ & 4212102 \end{aligned}$ | Furniture \& home furnishings whsle ... Furniture whsle $\qquad$ Furniture whsle $\qquad$ <br> Office \& business furniture whsle $\qquad$ | 12 8 8 7 7 | $\begin{array}{r} 284296 \\ \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \end{array}$ | $\begin{array}{r} 7843 \\ D \\ D \\ D \end{array}$ | $\begin{array}{r} 1651 \\ \\ \\ \\ \\ \\ \\ \\ \\ \\ D \end{array}$ | 102 b b b | $\begin{array}{r} 15279 \\ \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \end{array}$ | 2763 D D D | 2815 D D D |
| 4213 | Lumber \& other construction materials whsle $\qquad$ | 20 | D | D | D | c | D | D | D |
| 42132 | Brick, stone, \& related construction materials whsle | 10 | D | D | D | b | D | D | D |
| 421320 | Brick, stone, \& related construction materials whsle | 10 | D | D | D | b | D | D | D |
| 4213203 | Cement, lime, \& related products whsle $\qquad$ | 1 | D | D | D | b | D | D | D |
| $\begin{aligned} & 4214 \\ & 42142 \\ & 421420 \end{aligned}$ | Professional \& commercial equipment \& supplies whsle. $\qquad$ Office equipment whsle $\qquad$ Office equipment whsle. $\qquad$ | 73 9 9 | $\begin{array}{r} 3854875 \\ \text { D } \\ \text { D } \end{array}$ | $\begin{array}{r} 668645 \\ \mathrm{D} \\ \mathrm{D} \end{array}$ | $\begin{array}{r} 198623 \\ \mathrm{D} \\ \mathrm{D} \end{array}$ | 8670 g g | $\begin{array}{r} 1132094 \\ D \\ D \end{array}$ | $\begin{array}{r} 216548 \\ \mathrm{D} \\ \mathrm{D} \end{array}$ | $\begin{array}{r} 195936 \\ \mathrm{D} \\ \mathrm{D} \end{array}$ |
| 42143 | Computer \& computer peripheral equipment \& software whsle. . . . . . . | 56 | 3344952 | 560540 | 164360 | 6956 | 940747 | 196067 | 174267 |
| 421430 | Computer \& computer peripheral | 56 | 3344952 | 560540 | 164360 | 6956 | 940747 | 196067 | 174267 |
| 4214301 | Computer \& peripheral $\begin{aligned} & \text { equipment whsle........... }\end{aligned}$ | 55 | D | D | D | i | D | D | D |
| 42143011 | Computers \& peripheral equipment for resale | 16 | D | D | D | e | D | D | D |
| 42143012 | Computers \& peripheral equipment for end use...... | 39 | $3027323$ | $524401$ |  |  | 877482 | 147262 | 126538 |

Table 3. Summary Statistics for Metropolitan Areas: 1997-Con.
 MSAs, and PMSAs), see Appendix E]


Table 3. Summary Statistics for Metropolitan Areas: 1997-Con.
 MSAs, and PMSAs), see Appendix E]

| NAICS code | Geographic area, type of operation, and kind of business | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | Annual payroll $(\$ 1,000)$ | Firstquarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories ${ }^{\text {r }}$ $(\$ 1,000)$ | End-of-1997 inventories ${ }^{r}$ $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA-Con. <br> Washington, DC-MD-VA-WV PMSA-Con. |  |  |  |  |  |  |  |  |
|  | Agents, brokers, and commission merchants | 483 | 4494312 | 116813 | 27971 | 3435 | 198938 | 4971 | 5031 |
| 421 | Wholesale trade, durable goods ....... | 358 | 2766013 | 82765 | 19420 | 1986 | 141499 | 4806 | 4832 |
| 4211 | Motor vehicle \& motor vehicle parts \& supplies whsle. | 11 | D | D | D | e | D | D | D |
| 42111 | Automobile \& other motor vehicle whsle | 7 | D | D | D | e | D | D | D |
| 421110 | Automobile \& other motor vehicle whsle | 7 | D | D | D | e | D | D | D |
| 4211101 | Automobile \& motorcycle whsle. | 5 | D | D | D | e | D | D | D |
| 42112 | Motor vehicle supplies \& new parts whsle | 4 | D | D | D | b | D | D | D |
| 421120 | Motor vehicle supplies \& new parts whsle $\qquad$ | 4 | D | D | D | b | D | D | D |
| 4211201 | Motor vehicle supplies \& new parts-warehouse distributors . | 1 | D | D | D | b | D | D | D |
| 4212 | Furniture \& home furnishings whsle ... | 64 | 403863 | 12629 | 2930 | 290 | 23155 | 73 | 77 |
| 42121 | Furniture whsle ................... | 44 | D | D | D | c | D | D | D |
| 421210 | Furniture whsle . . . . . . . . . . | 44 | D | D | D | c | D | D | D |
| 4212101 | Household \& lawn furniture whsle | 15 | D | D | D | b | D | D | D |
| 4212102 | Office \& business furniture whsle | 29 | D | D | D | c | D | D | D |
| 42122 421220 |  | 20 | D | D | D | c | D | D | D |
| $\begin{aligned} & 421220 \\ & 4212202 \end{aligned}$ | Home furnishings whsle .......... Linens, domestics, draperies, \& curtains whsle | 20 | D | D | D | c | D | D | D |
| 4212204 | Other home furnishings whsle .. | 6 | D | D | D | b | D | D | D |
| 4213 | Lumber \& other construction materials whsle | 19 | D | D | D | b | D | D | D |
| 42131 | Lumber, plywood, millwork, \& wood panel whsle | 6 | D | D | D | b | D | D | D |
| 421310 | Lumber, plywood, millwork, \& wood panel whsle | 6 | D | D | D | b | D | D | D |
| 4213103 | Plywood, veneer, millwork, \& wood panel whsle | 6 | D | D | D | b | D | D | D |
| 42133 | Roofing, siding, \& insulation material whsle | 4 | D | D | D | a | D | D | D |
| 421330 | Roofing, siding, \& insulation material whsle . | 4 | D | D | D | a | D | D | D |
| 4213301 | Roofing, siding, \& insulation material whsle | 4 | D | D | D | a | D | D | D |
| 42139 | Other construction materials whsle . . | 7 | D | D | D | b | D | D | D |
| 421390 | Other construction materials whsle $\qquad$ | 7 | D | D | D | b | D | D | D |
| 4214 | Professional \& commercial equipment \& supplies whsle. | 73 | 385732 | 14047 | 3342 | 237 | 23175 | 734 | 726 |
| $\begin{aligned} & 42142 \\ & 421420 \end{aligned}$ | Office equipment whsle . . . . . . . . . . . . Office equipment whsle. | 5 5 |  |  |  | b | D | D | D |
| 42143 | Computer \& computer peripheral equipment \& software whsle. | 21 | 274046 | 5526 | 1522 | 70 | 9638 | 33 | 16 |
| 421430 | Computer \& computer peripheral equipment \& software whsle..... | 21 | 274046 | 5526 | 1522 | 70 | 9638 | 33 | 16 |
| 4214301 | Computer \& peripheral equipment whsle. | 17 | D | D | D | b | D | D | D |
| 42143011 | Computers \& peripheral equipment for resale | 6 | D | D | D | a | D | D | D |
| 42143012 | Computers \& peripheral ${ }^{\text {a }}$. | 6 | D | D | D | a | D | D |  |
|  | equipment for end use...... | 11 | D | D | D | b | D | D | D |
| 4214302 | Computer software (packaged) whsle | 4 | D | D | D | a | D | D | D |
| 42144 421440 | Other commercial equipment whsle . Other commercial equipment | 7 | D | D | D | b | D | D | D |
|  | whsle ........................ | 7 | D | D | D | b | D | D | D |
| 4214401 | Restaurant \& hotel equipment \& supplies whsle. | 7 | D | D | D | b | D | D | D |
| 42145 | Medical, dental, \& hospital equipment \& supplies whsle $\qquad$ | 22 | D | D | D | b | D | D | D |
| 421450 | Medical, dental, \& hospital equipment \& supplies whsle | 22 | D | D | D | b | D | D | D |
| 4214501 | Surgical, medical, \& hospital supplies whsle. | 21 | D | D | D | b | D | D | D |
| 42149 | Other professional equipment \& supplies whsle |  | D | D | D | b | D | D | D |
| 421490 | Other professional equipment \& |  | D | D | D | b | D | D | D |
|  | supplies whsle................ | 11 | D | D | D | b | D | D | D |
| 4214902 | Other professional equipment \& supplies whsle. |  |  | D | D | b | D | D | D |

Table 3. Summary Statistics for Metropolitan Areas: 1997-Con.
 MSAs, and PMSAs), see Appendix E]

\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|}
\hline NAICS code \& Geographic area, type of operation, and kind of business \& Establishments (number) \& \[
\begin{array}{r}
\text { Sales } \\
(\$ 1,000)
\end{array}
\] \& Annual payroll \((\$ 1,000)\) \& Firstquarter payroll \((\$ 1,000)\) \& \begin{tabular}{l}
Paid \\
employees for pay period including March 12 (number)
\end{tabular} \& Operating expenses \((\$ 1,000)\) \& End-of-1996 inventories \({ }^{\text {r }}\) \((\$ 1,000)\) \& End-of-1997 inventories \({ }^{r}\) \((\$ 1,000)\) \\
\hline \& \begin{tabular}{l}
WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA-Con. \\
Washington, DC-MD-VA-WV PMSA-Con. \\
Agents, brokers, and commission merchantsCon.
\end{tabular} \& \& \& \& \& \& \& \& \\
\hline 421 \& Wholesale trade, durable goods-Con. \& \& \& \& \& \& \& \& \\
\hline \[
\begin{aligned}
\& 4216 \\
\& 42161
\end{aligned}
\] \& Electrical goods whsle \(\qquad\) Electrical apparatus \& equip, wiring \& 81 \& 592333 \& 20382 \& 4740 \& 459 \& 33548 \& 615 \& 517 \\
\hline 421610 \& supp, \& const material whsle . . . . . . Electrical apparatus \& equip, wiring supp, \& const material whsle \(\qquad\) \& 24
24 \& D \& D \& D
D \& c \& D
D \& D \& D
D \\
\hline 42162 \& \& 9 \& D \& D \& D \& b \& D \& D \& D \\
\hline 421620 \& Electrical appliance, television \& radio set whsle \(\qquad\) \& 9 \& D \& D \& D \& b \& D \& D \& D \\
\hline 42169 \& Other electronic parts \& equipment whsle \(\qquad\) \& 48 \& D \& D \& D \& e \& D \& D \& D \\
\hline 421690 \& Other electronic parts \& equipment whsle \& 48 \& D \& D \& D \& e \& D \& D \& D \\
\hline 4216901 \& Communications equipment \& supplies whsle \& 21 \& 132403 \& 6026 \& 1235 \& 142 \& 9081 \& 24 \& 23 \\
\hline 4216902 \& Electronic parts (excluding communications equipment) whsle \(\qquad\) \& 27 \& D \& D \& D \& c \& D \& D \& D \\
\hline 4217 \& Hardware, \& plumbing \& heating equipment \& supplies whsle . \& 35 \& D \& D \& D \& e \& D \& D \& D \\
\hline \[
\begin{aligned}
\& 42171 \\
\& 421710
\end{aligned}
\] \& Hardware whsle \(\qquad\) Hardware whsle \(\qquad\) \& 11
11 \& 58703
58703 \& 2044
2044 \& 507
507 \& 46
46 \& 2945
2945 \& \& - \\
\hline 42172 \& Plumbing \& heating equipment \& supplies (hydronics) whsle ........ \& 13 \& D \& D \& D \& c \& D \& D \& D \\
\hline 421720 \& Plumbing \& heating equipment \& supplies (hydronics) whsle ...... \& 13 \& D \& D \& D \& c \& D \& D \& D \\
\hline 42173 \& Warm air heating \& air-conditioning equipment \& supplies whsle ....... \& 10 \& D \& D \& D \& b \& D \& D \& D \\
\hline 421730 \& Warm air heating \& airconditioning equipment \& supplies whsle. \(\qquad\) \& 10 \& D \& D \& D \& b \& D \& D \& D \\
\hline 4218 \& Machinery, equipment, \& supplies whsle \& 42 \& 276715 \& 7647 \& 1493 \& 129 \& 13976 \& 12 \& 15 \\
\hline 42183 \& Industrial machinery \& equipment whsle \& 14 \& D \& D \& D \& b \& D \& D \& D \\
\hline 421830 \& Industrial machinery \& equipment whsle \& 14 \& D \& D \& D \& b \& D \& D \& D \\
\hline 4218303 \& General-purpose industrial machinery \& equipment whsle . \& 4
6 \& D \& D \& D \& b \& D \& D \& D \\
\hline \[
\begin{aligned}
\& 42184 \\
\& 421840
\end{aligned}
\] \& Industrial supplies whsle \(\qquad\) Industrial supplies whsle .......... \& 7 \& \[
\begin{aligned}
\& 23550 \\
\& 23550
\end{aligned}
\] \& 608 \& 203 \& 15
15 \& 1148
1
1 \& - \& - \\
\hline 42185 \& Service establishment equipment \& supplies whsle. \& 5 \& D \& D \& D \& a \& D \& D \& D \\
\hline 421850 \& Service establishment equipment \& supplies whsle \& 5 \& D \& D \& D \& a \& D \& D \& D \\
\hline 42186 \& Transportation equipment \& supplies (exc motor vehicle) whsle \& 11 \& D \& D \& D \& b \& D \& D \& D \\
\hline 421860 \& Transportation equipment \& supplies (exc motor vehicle) whsle \& 11 \& D \& D \& D \& b \& D \& D \& D \\
\hline 4218601 \& Aircraft \& aeronautical equipment \& supplies whsle . . . \& 6 \& D \& D \& D \& b \& D \& D \& D \\
\hline 4219 \& Miscellaneous durable goods whsle ... \& 31 \& D \& D \& D \& b \& D \& D \& D \\
\hline 42199 \& Other miscellaneous durable goods whsle \& 13 \& D \& D \& D \& b \& D \& D \& D \\
\hline 421990 \& Other miscellaneous durable goods whsle \& \& \& \& D \& \& \& \& \\
\hline \({ }_{4219904}\) \& \begin{tabular}{l}
goods whsle \\
Prerecorded media whsle \(\qquad\) \\
Compact discs/prerecorded
\end{tabular} \& 13
2 \& D \& D \& D \& b \& D \& D \& D \\
\hline 42199041
4219906 \& Compact discs/prerecorded audio tapes, \& phonograph records whsle Other durable goods whsle \& \[
\begin{aligned}
\& 2 \\
\& 5
\end{aligned}
\] \& D
D \& D \& D \& b \& D \& D \& D \\
\hline 422 \& Wholesale trade, nondurable goods ..... \& 125 \& 1728299 \& 34048 \& 8551 \& 1449 \& 57439 \& 165 \& 199 \\
\hline \[
\begin{aligned}
\& 4221 \\
\& 42212 \\
\& 422120
\end{aligned}
\] \& Paper \& paper product whsle . Stationery \& office supplies whsle... Stationery \& office supplies whsle. \& 20
13
13 \& 81129 D \& \[
\begin{array}{r}
2691 \\
D \\
D
\end{array}
\] \& 723
D
D \& 54
b
b \& 4145
D
D

d \& 5
D
D \& 8 <br>

\hline $$
\begin{aligned}
& 4222 \\
& 42221 \\
& 422210
\end{aligned}
$$ \& Drugs, \& druggists' sundries whsle .... Drugs, \& druggists' sundries whsle . . Drugs, \& druggists' sundries \& \[

$$
\begin{aligned}
& 6 \\
& 6
\end{aligned}
$$

\] \& \[

$$
\begin{aligned}
& D \\
& D
\end{aligned}
$$

\] \& \[

$$
\begin{aligned}
& \mathrm{D} \\
& \mathrm{D}
\end{aligned}
$$
\] \& D \& b \& D \& D \& D <br>

\hline 422210
4222102 \& Drugs, \& druggists' sundries whsle Specialty-line drug, pharmaceutical, cosmetic, \& toiletries whsle \& 6
6 \& D \& D \& D \& b
b \& D
D \& D \& D <br>

\hline $$
\begin{aligned}
& 4223 \\
& 42231
\end{aligned}
$$ \& Apparel, piece goods, \& notions whsle. Piece goods, notions, \& other dry \& 17 \& D \& D \& D \& b \& D \& D \& D <br>

\hline 422310 \& goods whsle Piece goods, notions, \& other dry goods whsle \& 5
5 \& D \& D \& D \& a \& D \& D \& D <br>
\hline
\end{tabular}

Table 3. Summary Statistics for Metropolitan Areas: 1997-Con.
 MSAs, and PMSAs), see Appendix E]

| NAICS code | Geographic area, type of operation, and kind of business | Establish- ments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | $\begin{gathered} \text { First- } \\ \text { quarter } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories ${ }^{r}$ $(\$ 1,000)$ | $\begin{array}{r} \text { End-of-1997 } \\ \text { inventories } \\ (\$ 1,000) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 422 | WASHINGTON-BALTIMORE, DC-MD-VA-WV CMSA-Con. <br> Washington, DC-MD-VA-WV PMSA-Con. <br> Agents, brokers, and commission merchantsCon. <br> Wholesale trade, nondurable goodsCon. |  |  |  |  |  |  |  |  |
| 4224 42241 422410 | Grocery \& related products whsle ..... General-line grocery whsle . General-line grocery whsle ........ Other general-line grocery whsle | 26 4 4 4 | $\begin{array}{r} 552697 \\ \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \end{array}$ | $\begin{array}{r} 15093 \\ \mathrm{D} \\ \mathrm{D} \\ \mathrm{D} \end{array}$ | $\begin{array}{r} 3629 \\ D \\ D \\ D \end{array}$ | $\begin{array}{r} 735 \\ f \\ f \\ f \end{array}$ |  | D | - |
| $\begin{aligned} & 42247 \\ & 422470 \end{aligned}$ | Meat \& meat product whsle $\qquad$ Meat \& meat product whsle . ...... | $\begin{aligned} & 2 \\ & 2 \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | a | D | D | D |
| 4225 42259 <br> 422590 | Farm-product raw material whsle Other farm product raw material whsle Other farm product raw material whsle | 12 6 6 | D | D | D | c | D | D | D |
| 4227 42272 422720 | Petroleum \& petroleum products whsle <br> Petroleum \& petroleum prod whsle (exc bulk stations \& terminals). Petroleum \& petroleum prod whsle (exc bulk stations \& terminals) . | 3 3 3 | D D D | D D D | D | e e e | D | D | D D D |
| 4229 42299 422990 4229901 | Miscellaneous nondurable goods whsle Other miscellaneous nondurable goods whsle Other miscellaneous nondurable goods whsle Art goods whsle | 30 21 21 14 | D D D D | D D D D | D | b | D | D | D D D D |

Table 4. Percent of Sales Data Based on Administrative Records and Estimation for Metropolitan Areas: 1997
 MSAs, and PMSAs), see Appendix E]


[^1]Table 4. Percent of Sales Data Based on Administrative Records and Estimation for Metropolitan Areas: 1997-Con.
 MSAs, and PMSAs), see Appendix E]

| NAICS code | Geographic area and kind of business | All types of operation percent of sales- |  | Merchant wholesalers percent of sales- |  | Manufacturers' sales branches and offices percent of sales - |  | Agents, brokers, and commission merchants percent of sales - |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | From administrative records ${ }^{1}$ | Estimated ${ }^{2}$ | From administrative records ${ }^{1}$ | Estimated ${ }^{2}$ | From administrative records ${ }^{1}$ | Estimated ${ }^{2}$ | From administrative records ${ }^{1}$ | Estimated ${ }^{2}$ |
| 42 | WASHINGTON-BALTIMORE, DC-MD-VAWV CMSA-Con. <br> Wholesale trade-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4214 | Professional \& commercial equipment \& supplies whsle-Con. |  |  |  |  |  |  |  |  |
| $\begin{aligned} & 42144 \\ & 421440 \end{aligned}$ | Other commercial equipment whsle Other commercial equipment whsle | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | D | D | D | D | D | D |
| $4214401$ | Restaurant \& hotel equipment \& supplies whsle | D | D | D | D | - | - | D | D |
| 4214402 | Store machines \& equipment whsle...... | D | D | D | D | - | - |  |  |
| 42145 | Medical, dental, \& hospital equipment \& supplies whsle | 1.5 | 6.5 | 2.0 | 5.8 | D | D | D | D |
| 421450 | Medical, dental, \& hospital equipment \& supplies whsle | 1.5 | 6.5 | 2.0 | 5.8 | D | D | D | D |
| 4214501 | Surgical, medical, \& hospital supplies whsle | D | D | D | D | D | D | D | D |
| 4214502 | Dental equipment \& supplies whsle ........ | D | D | D | D | - | D | D | - |
| $\begin{aligned} & 42146 \\ & 421460 \end{aligned}$ | Ophthalmic goods whsle $\qquad$ Ophthalmic goods whsle $\qquad$ | D | D | D | D | - | - | - | - |
| 42149 | Other professional equipment \& supplies whsle. | D | D | D | D | - | - | . 4 | - |
| 421490 | Other professional equipment \& supplies whsle. | D | D | D | D | _ | - | . 4 | - |
| 4214901 | Religious \& school supplies whsle ........ | D | D | D | D | - | - | - | - |
| 4214902 | Other professional equipment \& supplies whsle | D | D | D | D | - | - | D | D |
| 4215 | Metal \& mineral (except petroleum) whsle . . . . . . | D | D | $\begin{array}{r}\text { D } \\ 58 \\ \hline\end{array}$ | D | D | D |  | D |
| 42151 | Metal service centers \& offices . | 42.1 | 4.7 4.7 | 58.7 58.7 | 5.3 5.3 | D | D | D | D |
| $\begin{aligned} & 421510 \\ & 4215101 \end{aligned}$ | Metal service centers \& offices .............. . Ferrous metal service centers \& sales | 42.1 | 4.7 | 58.7 | 5.3 | D | D | D | D |
|  | offices $\ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots$. | D | D | D | D | D | D | D | D |
| $\begin{aligned} & 42151011 \\ & 42151012 \end{aligned}$ | Ferrous metal service centers .......... Ferrous metal sales offices | D | D | D | D | D | D | $\overline{\text { D }}$ | D |
| 4215102 | Nonferrous metal service centers \& sales offices $\qquad$ | D | D | D | D | - | - | D | D |
| 42151021 | Nonferrous metal service centers ....... | D | D | D | D | - | - | - | - |
| 42152 | Coal \& other mineral \& ore whsle $\ldots . . . . . . . . .$. | D | D | D | D | - | - | D | D |
| 421520 | Coal \& other mineral \& ore whsle. ........... | D | D | D | D | - | - | D | D |
| 4215201 | Coal while .......................... | D | D | D | D | - | - | - |  |
| 4215202 | Other mineral \& ore whsle . . . . . . . . . . . . . | D | D | D | D | - | - | - | - |
| 4216 | Electrical goods whsle . . . . . . . . . . . . . . . . . . . | D | D | D | D | D | D | D | D |
| 42161 | Electrical apparatus \& equip, wiring supp, \& const material whsle. | D | D | D | D | D | D | D | D |
| 421610 | Electrical apparatus \& equip, wiring supp, \& const material whsle . | D | D | D | D | D | D | D | D |
| 42162 | Electrical appliance, television \& radio set whsle. | D | D | D | D | - | - | D | D |
| 421620 | Electrical appliance, television \& radio set whsle | D | D | D | D | - | - | D | D |
| 42169 | Other electronic parts \& equipment whsle ..... | D | D | D | D | D | D | D | D |
| $\begin{aligned} & 421690 \\ & 4216901 \end{aligned}$ | Other electronic parts \& equipment whsle ... Communications equipment \& supplies | D | D | D | D | D | D | D | D |
|  | whsle | D | D | D | D | D | D | D | D |
| 4216902 | Electronic parts (excluding communications equipment) whsle ...... | D | D | D | D | D | D | D | D |
| $\begin{aligned} & 4217 \\ & 42171 \\ & 421710 \end{aligned}$ | Hardware, \& plumbing \& heating equipment \& supplies whsle Hardware whsle. $\qquad$ Hardware whsle. $\qquad$ | D D D | D D D | D D D | D D D | D D D | D D D | D D D | D D D |
| 42172 | Plumbing \& heating equipment \& supplies (hydronics) whsle | D | D | D | D | D | D | D | D |
| 421720 | Plumbing \& heating equipment \& supplies (hydronics) whsle | D | D | D | D | D | D | D | D |
| 42173 | Warm air heating \& air-conditioning equipment \& supplies whsle. | D | D | D | D | D | D | - | 2.4 |
| 421730 | Warm air heating \& air-conditioning equipment \& supplies whsle | D | D | D | D | D | D | - | 2.4 |
| $\begin{aligned} & 42174 \\ & 421740 \end{aligned}$ | Refrigeration equipment \& supplies whsle ..... Refrigeration equipment \& supplies whsle ... | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | - | - | - | - |

Table 4. Percent of Sales Data Based on Administrative Records and Estimation for Metropolitan Areas: 1997-Con.
 MSAs, and PMSAs), see Appendix E]


Table 4. Percent of Sales Data Based on Administrative Records and Estimation for Metropolitan Areas: 1997-Con.
 MSAs, and PMSAs), see Appendix E]

| NAICS code | Geographic area and kind of business | All types of operation percent of sales- |  | Merchant wholesalers percent of sales- |  | Manufacturers' sales branches and offices percent of sales- |  | Agents, brokers, and commission merchants percent of sales- |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | From administrative records ${ }^{1}$ | Estimated ${ }^{2}$ | From administrative records ${ }^{1}$ | Estimated ${ }^{2}$ | From administrative records ${ }^{1}$ | Estimated ${ }^{2}$ | From administrative records ${ }^{1}$ | Estimated ${ }^{2}$ |
|  | WASHINGTON-BALTIMORE, DC-MD-VAWV CMSA-Con. |  |  |  |  |  |  |  |  |
| 42 | Wholesale trade-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| $\begin{aligned} & 4219 \\ & 42194 \end{aligned}$ | Miscellaneous durable goods whsle-Con. Jewelry/watch/silverware/precious stone, \& |  |  |  |  |  |  |  |  |
|  | precious metal whsle | D | D | D | D | - | - | - | - |
| 421940 | Jewelry/watch/silverware/precious stone, \& precious metal whsle | D | D | D | D | - | _ | - | - |
| 4219401 | Jewelry, watch, diamonds, precious stone, \& silverware whsle | D | D | D | D | - | - | - | - |
| 4219402 | Precious metal (excluding ores) whisle ..... | D | D | ${ }_{\text {D }}$ | D | - | - | - | - |
| 42199 | Other miscellaneous durable goods whsle ..... | D | D | D | D | D | D | D | D |
| 421990 | Other miscellaneous durable goods whsie.... | D | D | D | D | D | D | D | D |
| 4219902 | Forest products (except lumber) whsle . . . | D | D | D | D |  |  |  |  |
| 4219903 | General merchandise (durable goods) whsle. | D | D | D | D | - | - | - |  |
| 4219904 | Prerecorded media whsle ................. | D | D | D | D | - | - | 2 | - |
| 42199041 | Compact discs/prerecorded audio tapes, \& phonograph records whsle $\qquad$ | D | D | D | D | - | - | . 2 |  |
| $42199042$ <br> 4219905 | Prerecorded video tapes whsle Fire extinguishers \& fire safety equipment | D | D | D | D | - | - | . 2 | - |
| 4219905 | Fire extinguishers \& fire safety equipment whsle | D | D | D | D | - | - | - |  |
| 4219906 | Other durable goods whsle . . . . . . . . . . . . | D | D | D | D | - | - | D | D |
| 422 | Wholesale trade, nondurable goods | D | D | D | D | D | D | D | D |
| 4221 | Paper \& paper product whsle ................. |  | D | D | D | D | D | D | D |
| $\begin{aligned} & 42211 \\ & 422110 \end{aligned}$ |  | D | D | D | D |  | - | - |  |
| $\begin{aligned} & 42212 \\ & 422120 \end{aligned}$ | Stationery \& office supplies whsle $\qquad$ Stationery \& office supplies whsle $\qquad$ | D | D | D | ${ }_{\text {D }}^{\text {D }}$ | D | ${ }_{\text {D }}^{\text {D }}$ | D | ${ }_{\text {D }}^{\text {D }}$ |
| $\begin{aligned} & 42213 \\ & 422130 \end{aligned}$ | Industrial \& personal service paper whsle ..... Industrial \& personal service paper whsle ... | D | D | D | D | D | D | - | . 7 |
| 4222 | Drugs, \& druggists' sundries whsle . ............ | D | D | D | D | D |  | D | D |
| 42221 | Drugs, \& druggists' sundries whsle Drugs, \& druggists' sundries whsle | D | D | D | D | D | D | D | D |
| 4222101 | General-line drugs whsle................ | 2.6 | . 7 | 2.6 | . 7 |  |  |  |  |
| 4222102 | Specialty-line drug, pharmaceutical, cosmetic, \& toiletries whsle | D | D | D | D | D | D | D | D |
| 4223 |  | D | D | D |  | D |  | D | D |
| $\begin{aligned} & 4<2231 \\ & 422310 \\ & 422310 \end{aligned}$ | Piece goods, notions, \& other dry goods whsle. Piece goods, notions, \& other dry goods | D | D | D | D | D | D | - |  |
|  | Piece goods, notions, \& other dry goods whsle. | D | D | D | D | D | D | - | - |
| 4223101 | Piece goods-jobbers .................. | D | D | D | D |  |  | D | D |
| $\begin{aligned} & 42232 \\ & 422320 \end{aligned}$ | Men's \& boys' clothing \& furnishings whsle . . . . Men's \& boys' clothing \& furnishings whsle . . | $\begin{aligned} & 12.0 \\ & 12.0 \end{aligned}$ | 12.2 | D | D | - | - | - | - |
| 42233 | Women's, children's, \& infants' clothing \& accessories whsle. | D | D | D | D | - | - | D | D |
| 422330 | Women's, children's, \& infants clothing \& accessories whsle. | D | D | D | D | - | _ | D | D |
| $\begin{aligned} & 42234 \\ & 422340 \end{aligned}$ | Footwear whsle $\qquad$ <br> Footwear whsle $\qquad$ | D | ${ }_{\text {D }}$ | D | D | - | - | - | - |
| 4224 | Grocery \& related products whsle .............. |  |  |  | D | D | D | $\bar{\square}$ |  |
| 422410 | General-line grocery whsle General-line grocery whsle | 1.8 | . 6 | D | D | - | - | D | D |
| 4224103 | Other general-line grocery whsle . . . . . . . . . . | D | D | D | D | - | - | D | D |
| $\begin{aligned} & 42242 \\ & 422420 \end{aligned}$ | Packaged frozen food whsle . <br> Packaged frozen food whsle | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | D | ${ }_{\text {D }}^{\text {D }}$ | D | D | ${ }_{\text {D }}^{\text {D }}$ | D |
| 42243 | Dairy products, (except dried or canned) whsle | D | D | D | D | - | - | - | - |
| 422430 | Dairy products, (except dried or canned) whsle. | D | D |  | D | - | - | - |  |
| 4224301 4224302 | Raw milk whsle <br> Dairy product (except raw milk) whsle | D | D | D | D | - | - | - | - |
| 42244 | Poultry \& poultry product whsle . . . . . . . . . . . . |  |  | D | D | - | - | - | - |
| 422440 | Poultry \& poultry product whsle | D | D | ${ }_{\text {D }}$ | D | - | - | - | - |
| 4224402 | Poultry \& poultry product (except live) whsle. | D | D | D | D | - | - | - | - |
| 42245 | Confectionery whsle ....................... | 3.2 | 1.6 | D | D | D | D | D | D |
| 422450 | Confectionery whsle ...................... | 3.2 | 1.6 | D | D | D | D | D | D |
| $\begin{aligned} & 42246 \\ & 422460 \end{aligned}$ | Fish \& seafood whsle $\qquad$ Fish \& seafood whsle $\qquad$ | D | D | D | D | - | - | - | - |
| $\begin{aligned} & 42247 \\ & 422470 \end{aligned}$ | Meat \& meat product whsle $\qquad$ Meat \& meat product whsle. $\qquad$ | D | D | D | D | - | - | D | D |
| $\begin{aligned} & 42248 \\ & 422480 \end{aligned}$ | Fresh fruit \& vegetable whsle $\qquad$ Fresh fruit \& vegetable whsle $\qquad$ | D | D | D | D | - | - | - | - |

Table 4. Percent of Sales Data Based on Administrative Records and Estimation for Metropolitan Areas: 1997-Con.
[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

| NAICS code | Geographic area and kind of business | All types of operation percent of sales- |  | Merchant wholesalers percent of sales- |  | Manufacturers' sales branches and offices percent of sales- |  | Agents, brokers, and commission merchants percent of sales - |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | From administrative records ${ }^{1}$ | Estimated ${ }^{2}$ | From $\begin{array}{r}\text { administrative } \\ \text { records }\end{array}{ }^{1}$ | Estimated ${ }^{2}$ | From administrative records | Estimated ${ }^{2}$ | From administrative records ${ }^{1}$ | Estimated ${ }^{2}$ |
| 42 | WASHINGTON-BALTIMORE, DC-MD-VAWV CMSA-Con. <br> Wholesale trade-Con. |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| $\begin{aligned} & 4224 \\ & 42249 \end{aligned}$ | Grocery \& related products whsle-Con. Other grocery \& related products whsle $\qquad$ | 6.3 | 2.0 | 18.3 | 5.6 |  | . 2 | . 4 | . 3 |
| 422490 | Other grocery \& related products whsle ...... | 6.3 6.3 | 2.0 | 18.3 | 5.6 | - | . 2 | . 4 | . 3 |
| 4224901 | Coffee, tea, \& spice whsle ............... | D | D | D | D | D | D | - |  |
| 4224902 | Bread \& baked goods whsle ............. | D | D | D | D | - | . 4 | - |  |
| 4224903 4224904 | Soft drinks whsle ..................... | D | D | D | D | D | D | - | - |
| 4224905 | Food $\&$ beverage basic materials whsle ... | D | D | D | - | - | - | - |  |
| 4224906 | Other grocery specialties whsle .......... | D | D | D | D | - | . 1 | D | D |
| 4225 | Farm-product raw material whsle .............. | D | D | D | D | - | - | D | D |
| $\begin{aligned} & 42251 \\ & 422510 \end{aligned}$ |  | D | D | D | D | - | - | - | - |
| $\begin{aligned} & 42252 \\ & 422520 \end{aligned}$ | Livestock whsle Livestock whsle $\qquad$ | D | D | - | - | - | - | - | - |
| $\begin{aligned} & 42259 \\ & 422590 \end{aligned}$ | Other farm product raw material whsle ......... Other farm product raw material whsle . | D | D | - | - | - | - | D | D |
| $\begin{aligned} & 4226 \\ & 42261 \end{aligned}$ | Chemical \& allied products whsle. $\qquad$ Plastics materials \& basic forms \& shapes | D | D | D | D | D | D | D | D |
|  | whsle............................... | D | D | D | D | - | - | D | D |
| 422610 | Plastics materials \& basic forms \& shapes whsle. | D | D | D | D | - | - | D | D |
|  | Other chemical \& allied products whsle . . . . . . Other chemical \& allied products whsle . ${ }^{\text {a }}$. | D | D | D | D | D | D | D | D |
| 4226901 | Industrial gases (except LP) whsle ........ | D | D | D | D | D | - | D | D |
| 4226902 | Other chemical \& allied products whsle ... | D | D | 2.6 | 10.2 | - | 9.8 | D | D |
| ${ }_{42271}^{42271}$ | Petroleum \& petroleum products whsle $\ldots \ldots \ldots$ Petroleum bulk stations \& terminals $\ldots . . . . .$. | D | D | D | D | D | D | D | D |
| 422710 | Petroleum bulk stations \& terminals .......... | D | D | D | D | D | D | - | - |
| 4227101 | Petroleum bulk stations \& terminals (except LP) | D | D | D | D | D | D | - | - |
| 42271011 | Petroleum bulk stations (except LP) .... | D | D | D | D | - | - | - |  |
| 42271012 | Petroleum bulk terminals (except LP) $\ldots$ Liquefied petroleum bulk stations \& | D | D |  | - | D | D | - |  |
|  | tiquefied petroleum bulk stations \& | D | D | D | D | - | - | - | - |
| 42272 | Petroleum \& petroleum prod whsle (exc bulk stations \& terminals). | D | D | D | D | D | D | D | D |
| 422720 | Petroleum \& petroleum prod whsle (exc bulk stations \& terminals) | D | D | D | D | D | D | D | D |
| 4228 | Beer, wine, \& distilled alcoholic beverage whsle . . | D | D | D | D | - | - | - | - |
| $\begin{aligned} & 42281 \\ & 422810 \end{aligned}$ | Beer \& ale whsle. Beer \& ale whsle | D | D | D | D | - | - | - | - |
| 42282 | Wine \& distilled alcoholic beverage whsle . . . . | D | D | 9.1 | . 2 | - | - | - | - |
| $\begin{aligned} & 422820 \\ & 4228201 \end{aligned}$ | Wine \& distilled alcoholic beverage whsle ... Wine \& distilled alcoholic bev (licensed | D | D | 9.1 | . 2 | - | - | - | - |
|  | operation) whsle | D | D | 9.1 | . 2 | - | - | - | - |
| 4229 | Miscellaneous nondurable goods whsle . . . . . . . . | 3.2 | 3.8 | D | D | D | D | D | D |
| 42291 | Farm supplies whsle. |  |  | D | D | D | D | - |  |
| ${ }_{422910}^{429101}$ | Farm supplies whsle. | D | D | D | D | D | D | - | - |
| $\begin{aligned} & 4229101 \\ & 4229102 \end{aligned}$ | Farm supplies-farm dealers <br> Farm supplies -whsle distributors.......... | D | D | D | D | D | D | - | - |
| $\begin{aligned} & 42292 \\ & 422920 \end{aligned}$ | Book, periodical, \& newspaper whsle ......... . Book, periodical, \& newspaper whsle . . . . . . . | D | D | D | D | D | D | - | - |
| 42293 | Flower, nursery stock, \& florists' supplies whsle | D | D | D | D | - | - | - | - |
| 422930 | Flower, nursery stock, \& florists' supplies whsle | D | D | D | D | - | - | - | - |
| $\begin{aligned} & 42294 \\ & 422940 \end{aligned}$ | Tobacco \& tobacco product whsle . . . . . . . . . . . . Tobacco \& tobacco product whsle . . . . . . . . . . | . 1 | $\begin{aligned} & 1.5 \\ & 1.5 \end{aligned}$ | D | D | - | - | - | - |
| 42295 | Paint, varnish, \& supplies whsle ............... Paint, varnish, \& supplies whsle. | D | D | D | D | D | D | D | D |
| 4229501 | Paint, varnish, \& supplies whsie............ | D | D | D | D | D | D | D | D |
| $\begin{aligned} & 42299 \\ & 422990 \end{aligned}$ | Other miscellaneous nondurable goods whsle . Other miscellaneous nondurable goods | D | D | D | D | - | - | D | D |
|  | whsle................................... | D | D | D | D | - | - | D | D |
| $\begin{aligned} & 4229901 \\ & 42299002 \end{aligned}$ | Art goods whsle. General merchandise (nondurable goods) | D | D | D | D | - | - | D | D |
|  | whsle merchandise (nondurable goods) | D | D | D | D | - | - | - | - |
| 4229904 | Other nondurable goods whsle............ | D | D | D | D | - | - | - | - |

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| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | From administrative records ${ }^{1}$ | Estimated ${ }^{2}$ | From administrative records ${ }^{1}$ | Estimated ${ }^{2}$ | From administrative records ${ }^{1}$ | Estimated ${ }^{2}$ | From administrative records ${ }^{1}$ | Estimated ${ }^{2}$ |
| 42 | WASHINGTON-BALTIMORE, DC-MD-VAWV CMSA-Con. <br> Baltimore, MD PMSA - Con. <br> Wholesale trade-Con. |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| $\begin{aligned} & 4227 \\ & 42271 \\ & 422770 \\ & 4227101 \end{aligned}$ | Petroleum \& petroleum products whsle Petroleum bulk stations \& terminals Petroleum bulk stations \& terminals Petroleum bulk stations \& terminals | D <br> - | - | D D D | D D D | D D D | D D D | - | - |
| $\begin{aligned} & 42271011 \\ & 42271012 \end{aligned}$ | (except LP). <br> Petroleum bulk stations (except LP) <br> Petroleum bulk terminals (except LP) $\qquad$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D D D | D | D | D | D | - | - |
| 42272 | Petroleum \& petroleum prod whsle (exc bulk stations \& terminals) | D | D | D | D | - | - | - | - |
| 422720 | Petroleum \& petroleum prod whsle (exc bulk stations \& terminals) | D | D | D | D | - | - | - | - |
| $\begin{aligned} & 4228 \\ & 42281 \\ & 422810 \end{aligned}$ | Beer, wine, \& distilled alcoholic beverage whsle . . Beer \& ale whsle . . . . . . . . . . . . . . . . . . . . . . . . . . . . Beer \& ale whsle | 1.9 D D | 1.8 D D | D D D | D | - | - | - | - |
| $\begin{aligned} & 42282 \\ & 422820 \\ & 4228201 \end{aligned}$ | Wine \& distilled alcoholic beverage whsle $\qquad$ Wine \& distilled alcoholic beverage whsle ... Wine \& distilled alcoholic bev (licensed operation) whsle $\qquad$ | D | D | D | D | - | - | - | - |
| 4229 | Miscellaneous nondurable goods whsle ......... | D | D | D | D | D | D | D | D |
| 422910 | Farm supplies whsle...................... <br> Farm supplies whsle................ | . 1 | - | D | D | _ | - | - | - |
| $\begin{aligned} & 422910 \\ & 4229101 \end{aligned}$ | Farm supplies whsle......................... Farm supplies-farm dealers .......... | D | $\overline{\text { D }}$ | $\stackrel{\text { D }}{ }$ | D | - | - | - | - |
| $4229102$ | Farm supplies-whsle distributors ......... | D | D | D | D | - | - | - | - |
| $\begin{aligned} & 42292 \\ & 422920 \end{aligned}$ | Book, periodical, \& newspaper whsle ......... Book, periodical, \& newspaper whsle ........ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | D | D | - | - | - | - |
| 42293 | Flower, nursery stock, \& florists' supplies whsle. $\qquad$ | D | D | D | D | - | - | - | - |
| 422930 | Flower, nursery stock, \& florists' supplies whsle. | D | D | D | D | - | _ | - | - |
| $\begin{aligned} & 42294 \\ & 422940 \end{aligned}$ | Tobacco \& tobacco product whsle ............. Tobacco \& tobacco product whsle . . . . . . . . . . | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | D | D | - | - | - | - |
| $\begin{aligned} & 42295 \\ & 422950 \\ & 4229501 \end{aligned}$ | Paint, varnish, \& supplies whsle . <br> Paint, varnish, \& supplies whsle............... <br> Paint, varnish, \& supplies whsle . | . 3 .3 .3 | 4.9 4.9 4.9 | .7 .7 .7 | 10.0 10.0 10.0 | - | - | D <br> D <br> D | D |
| $\begin{aligned} & 42299 \\ & 422990 \end{aligned}$ | Other miscellaneous nondurable goods whsle . Other miscellaneous nondurable goods whsle | D | D | D | D | - | - | D | D |
| $\begin{aligned} & 4229901 \\ & 4229902 \end{aligned}$ | whsle <br> Art goods whsle. <br> General merchandise (nondurable goods) | D | ${ }_{\text {D }}$ | D | D | - | - | D | D |
| $4229904$ | whsle <br> Other nondurable goods whsle. | D | D | D | D | - | - | D | D |
|  | Hagerstown, MD PMSA |  |  |  |  |  |  |  |  |
| 42 | Wholesale trade | 1.3 | 2.2 | D | D | D | D | D | D |
| 421 | Wholesale trade, durable goods................. | D | D | D | D | D | D | D | D |
| 4211 | Motor vehicle \& motor vehicle parts \& supplies whsle. | D | D | D | D | - | - | - | - |
| 42111 421110 | Automobile \& other motor vehicle while . . . . . ${ }^{\text {a }}$. Automobile \& other motor vehicle whsle . . | D | D | D | D | - | - | - | - |
| 4211105 | Heavy truck \& tractor (over 26,000 lb) whsle. | D | D | D | D | - | - | - | - |
| 4213 | Lumber \& other construction materials whsle .... | D | D | D | D | - | - | - | - |
| 4214 | Professional \& commercial equipment \& supplies whsle. | D | D | 14.9 | 10.3 | D | D | - | - |
| 42143 | Computer \& computer peripheral equipment \& software whsle. | D | D | - | - | D | D | - | - |
| 421430 | Computer \& computer peripheral equipment \& software whsle | D | D | - | - | D | D | - | - |
| $\begin{aligned} & 4214301 \\ & 42143012 \end{aligned}$ | Computer \& peripheral equipment whsle Computers \& peripheral equipment for end use. | D | D | - | - | D | - | - | - |
| 4216 42161 | Electrical goods whsle $\qquad$ Electrical apparatus \& equip, wiring supp, \& | D | D | D | D | - | - | D | D |
| 421610 | const material whsle <br> Electrical apparatus \& equip, wiring supp, \& const material whsle | D | D | D | D | - | - | - | - |
| 42162 | Electrical appliance, television \& radio set whsle | D | D | - | - | - | - | D | D |
| 421620 | Electrical appliance, television \& radio set whsle | D | D | - | - | - | - | D | D |
| 4217 | Hardware, \& plumbing \& heating equipment \& supplies whsle | D | D | D | D | - | - | - | - |

Table 4. Percent of Sales Data Based on Administrative Records and Estimation for Metropolitan Areas: 1997-Con.
 MSAs, and PMSAs), see Appendix E]

| NAICS code | Geographic area and kind of business | All types of operation percent of sales- |  | Merchant wholesalers percent of sales- |  | Manufacturers' sales branches and offices percent of sales- |  | Agents, brokers, and commission merchants percent of sales- |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | From administrative records ${ }^{1}$ | Estimated ${ }^{2}$ | From administrative records ${ }^{1}$ | Estimated ${ }^{2}$ | From administrative records ${ }^{1}$ | Estimated ${ }^{2}$ | From administrative records ${ }^{1}$ | Estimated ${ }^{2}$ |
| 42 | WASHINGTON-BALTIMORE, DC-MD-VAWV CMSA-Con. <br> Hagerstown, MD PMSA - Con. <br> Wholesale trade-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| $\begin{aligned} & 4218 \\ & 42182 \\ & 421820 \end{aligned}$ | Machinery, equipment, \& supplies whsle ........ <br> Farm \& garden machinery \& equipment whsle . Farm \& garden machinery \& equipment | D | D | D | D | - | - | - | - |
|  | whsle ............................... | D | D | D | D | - | - | - | - |
| 4218201 | Farm machinery \& equipment-farm dealers | D | D | D | D | _ | _ | _ | - |
| $\begin{aligned} & 42183 \\ & 421830 \\ & 4218304 \end{aligned}$ | Industrial machinery \& equipment whsle...... . Industrial machinery \& equipment whsle..... Metalworking machinery \& equipment | D | D | D | D | - | - | - | - |
|  |  | D | D | D | D | - | - | - | - |
| $\begin{aligned} & 42184 \\ & 421840 \end{aligned}$ | Industrial supplies whsle $\qquad$ Industrial supplies whsle $\qquad$ | D | D | - | - | - | - | - | - |
| 42185 | Service establishment equipment \& supplies whsle | D | D | D | D | - | - | - | - |
| 421850 | Service establishment equipment \& supplies whsle | D | D | D | D | - | - | - | - |
| 4218504 | Other service establishment equipment \& supplies whsle | D | D | D | D | _ | - | - | - |
| 4219 | Miscellaneous durable goods whsle | D | D | D | D | - | - | - | - |
| 42193 | Recyclable material whsle ................... | D | D | D | D | - | - | - |  |
| 421930 | Recyclable material whsle ................ | D | D | D | D | - | - | - | - |
| $\begin{aligned} & 4219301 \\ & 42193011 \end{aligned}$ | Iron \& steel scrap processors \& dealers ... Iron \& steel scrap processors (using power processing equipment). | D | D | D | D | - | - | - | - |
| 422 | Wholesale trade, nondurable goods ............ | D | D | D | D | D | D | - | - |
| 4221 | Paper \& paper product whsle $\ldots \ldots \ldots \ldots \ldots . . .$. | D | D | D | D | - | - | - | - |
| 4224 | Grocery \& related products whsle . $\ldots \ldots \ldots \ldots$. | D | D | D | D | D | D | - | - |
| 42241 | General-line grocery whsle .................. | D | D | D | D |  | - | - |  |
| $\begin{aligned} & 422410 \\ & 4224103 \end{aligned}$ | General-line grocery whsle Other general-line grocery whsle | D | D | D | D | - | - | - | - |
|  | Other grocery \& related products whsle ....... |  | D |  |  | - | - | - | - |
| 422490 | Other grocery \& related products whsle ...... | D | D | D | D | - | - | - | - |
| $\begin{aligned} & 4224902 \\ & 4224903 \end{aligned}$ | Bread \& baked goods whsle $\qquad$ Soft drinks whsle $\qquad$ | D | D | - | $\overline{\text { D }}$ | - | - | - | - |
| 4227 | Petroleum \& petroleum products whsle |  | D | D |  | - | - | - | - |
| 42271 | Petroleum bulk stations \& terminals ............ Petroleum bulk stations \& terminals $\ldots . .$. . | D | ${ }_{\text {D }}^{\text {D }}$ | D | D | - | - | - | - |
| 4227101 42271011 | Petroleum bulk stations \& terminals (except LP). <br> Petroleum bulk stations (except LP) .... | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | D | D | - | - | - | - |
|  | Washington, DC-MD-VA-WV PMSA |  |  |  |  |  |  |  |  |
| 42 | Wholesale trade ..................... | 3.2 | 2.5 | 6.9 | 4.1 | - | 1.3 | . 1 | . 5 |
| 421 | Wholesale trade, durable goods................ | 2.0 | 2.9 | 4.7 | 5.1 | - | 1.3 | . 1 | . 3 |
| 4211 | Motor vehicle \& motor vehicle parts \& supplies whsle. | . 7 | . 2 | D | D | D | D | D | D |
| 42111 | Automobile \& other motor vehicle whsle....... | . 4 | . 1 | 1.4 | . 4 | D | D | D | D |
| ${ }_{4211101}$ | Automobile \& other motor vehicle whsle ..... Automobile \& motorcycle whsle........ | 1.4 | . 1 | 1.4 1.8 | . 4 | D | D | D | D |
| 4211102 | Bus \& recreational vehicle whsle ........... | D | D | D | D | - | - | - | - |
| 4211103 | Light truck \& van ( $14,000 \mathrm{lb}$ or less) whsle. | - | - | D | D | D | D | - | - |
| 4211104 | Medium truck \& tractor ( $14,001 \mathrm{lb}$ to $26,000 \mathrm{lb}$ ) whsle | D | D | D | D | _ | - | - | - |
| 4211105 | Heavy truck \& tractor (over 26,000 lb) whsle. | D | D | D | D | - | - | - | - |
| ${ }_{4}^{42112} 4$ | Motor vehicle supplies \& new parts whsle $\ldots \ldots$. Motor vehicle supplies \& new parts whsle $\ldots$. | 2.5 | . 9 | ${ }_{\text {D }}^{\text {D }}$ | D | D | D | D | ${ }_{\text {D }}^{\text {D }}$ |
| 4211201 | Motor vehicle supplies \& new partswarehouse distributors. | D | D | D | D | - | - | D | D |
| 4211202 | Motor vehicle supplies \& new partsjobbers | D | D | 14.4 | 8.8 | D | D | - | - |
| 4211203 | Petroleum products marketing equipment whsle | D | D | D | D | D | - | - | - |
| $\begin{aligned} & 42113 \\ & 421130 \end{aligned}$ | Tire \& tube whsle <br> Tire \& tube whsle $\qquad$ $\qquad$ | D | D | D | D | - | - | - | - |
| $\begin{aligned} & 42114 \\ & 421140 \end{aligned}$ | Motor vehicle parts, (used) whsle Motor vehicle parts, (used) whsle $\qquad$ | D | D | D | D | - | - | - | - |

[^2]Table 4. Percent of Sales Data Based on Administrative Records and Estimation for Metropolitan Areas: 1997-Con.
 MSAs, and PMSAs), see Appendix E]

| NAICS code | Geographic area and kind of business | All types of operation percent of sales- |  | Merchant wholesalers percent of sales- |  | Manufacturers' sales branches and offices percent of sales - |  | Agents, brokers, and commission merchants percent of sales- |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | From administrative records ${ }^{1}$ | Estimated ${ }^{2}$ | From administrative records ${ }^{1}$ | Estimated ${ }^{2}$ | From administrative records ${ }^{1}$ | Estimated ${ }^{2}$ | From administrative records ${ }^{1}$ | Estimated ${ }^{2}$ |
|  | WASHINGTON-BALTIMORE, DC-MD-VAWV CMSA-Con. <br> Washington, DC-MD-VA-WV PMSACon. |  |  |  |  |  |  |  |  |
| 42 | Wholesale trade-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4212 | Furniture \& home furnishings whsle. | 6.5 | 3.8 | 14.8 | 3.7 | - | 8.0 | - | . 9 |
| 42121 | Furniture whsle ................ | 7.2 | 4.5 | 19.3 | 3.7 | D | D | D | D |
| 421210 | Furniture whsle | 7.2 | 4.5 | 19.3 | 3.7 | D | D | D | D |
| 4212101 | Household \& lawn furniture whsle | 8.4 | 5.8 | D | D | - | D | D | D |
| 4212102 | Office \& business furniture whsle. | 6.9 | 4.3 | D | D | D | D | D | D |
| 42122 | Home furnishings whsle................... | 5.2 | 2.2 | 8.8 | 3.7 | - | - | D | D |
| 421220 4212201 | Home furnishings whsle. $\qquad$ Household china, glassware, \& crockery | 5.2 | 2.2 | 8.8 | 3.7 | - | - | D | D |
| 421201 | whsle | 5.7 | 3.8 | D | D | - | - | - | - |
| 4212202 | Linens, domestics, draperies, \& curtains whsle | 10.6 | - | 31.8 | - | - | - | D | D |
| $\begin{aligned} & 4212203 \\ & 4212204 \end{aligned}$ | Floor coverings whsle. Other home furnishings whsle | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | 5.7 D | D | - | - | - | $\overline{\mathrm{D}}$ |
| $\begin{aligned} & 4213 \\ & 42131 \end{aligned}$ | Lumber \& other construction materials whsle .... Lumber, plywood, millwork, \& wood panel | 10.4 | 2.0 | 16.3 | 2.5 | D | D | D | D |
|  | Lumber, plywood, millwork, \& wood panel whsle | 5.8 | 2.1 | D | D | - | - | D | D |
| 421310 | Lumber, plywood, millwork, \& wood panel whsle. | 5.8 | 2.1 | D | D | - | - | D | D |
| $\begin{aligned} & 4213101 \\ & 4213102 \end{aligned}$ | Lumber without yard whsle Lumber with yard whsle | D | D | D | D | - | - | - | - |
| 4213103 | Plywood, veneer, millwork, \& wood panel whsle | 1.6 | 2.2 | D | D | - | - | D | D |
| 42132 | Brick, stone, \& related construction materials whsle. | 2.9 | 1.1 | D | D | D | D | - | - |
| 421320 | Brick, stone, \& related construction materials whsle | 2.9 | 1.1 | D | D | D | D | - | - |
| 4213201 | Brick, block, tile, clay/cement sewer pipe whsle | 5.3 | - | D | D | - | - | - | - |
| $\begin{aligned} & 4213202 \\ & 4213203 \end{aligned}$ | Sand, gravel, \& stone whsle Cement, lime, \& related products whsle | - ${ }_{\text {D }}^{\text {D }}$ | D | 15.8 | . 4 | $\overline{\mathrm{D}}$ | $\overline{\text { D }}$ | - | - |
| 42133 | Roofing, siding, \& insulation material whsle . . . | 1.6 | - | 3.3 | - | - | - | D | D |
| 421330 4213301 | Roofing, siding, \& insulation material whsle .. Roofing, siding, \& insulation material | 1.6 | - | 3.3 | - | - | - | D | D |
| 4213301 | Roofing, siding, \& insulation material whsle | 1.6 | - | 3.3 | - | - | - | D | D |
| 42139 421390 | Other construction materials whsle $\qquad$ Other construction materials whsle | 40.2 40.2 | 3.9 3.9 | D | D | - | - | D | D |
| $\begin{aligned} & 421390 \\ & 4213901 \end{aligned}$ | Other construction materials whsle . ......... Flat glass \& other construction glass | 40.2 | 3.9 | D | D | - | - | D | D |
| 4213902 | whsle ............................. | 2.6 45.9 | 4.5 3.8 | D | D | - | - | - | - |
| 4214 | Professional \& commercial equipment \& supplies whsle | 2.6 | 5.4 | 4.8 | 7.5 | - | 3.3 | . 2 | . 1 |
| $\begin{aligned} & 42141 \\ & 421410 \end{aligned}$ | Photographic equipment \& supplies whsle Photographic equipment \& supplies whsle . | 2.6 .3 .3 | 2.5 2.5 | D D D | D | - | - | - | - |
| $\begin{aligned} & 42142 \\ & 421420 \end{aligned}$ | Office equipment whsle $\qquad$ Office equipment whsle $\qquad$ | 1.6 | 3.4 3.4 | D | D | D | D | D | D |
| 42143 | Computer \& computer peripheral equipment \& software whsle. | 2.4 | 5.5 | 4.5 | 7.6 | - | 3.4 | . 1 | - |
| 421430 | Computer \& computer peripheral equipment \& software whsle | 2.4 | 5.5 | 4.5 | 7.6 | - | 3.4 | .1 | $\overline{\text { - }}$ |
| $\begin{aligned} & 4214301 \\ & 42143011 \end{aligned}$ | Computer \& peripheral equipment whsle Computers \& peripheral equipment for | 2.4 | 5.0 | D | D | D | D | D | D |
| 42143011 | resale | 3.6 | 3.5 | D | D | D | D | D | D |
| 42143012 | Computers \& peripheral equipment for end use. | 2.0 | 5.5 | D | D | - | 3.3 | D | D |
| 4214302 | Computer software (packaged) whsle ..... | 2.4 | 13.4 | D | D | - |  | D | D |
| 42144 421440 | Other commercial equipment whsle ........... Other commercial equipment whsle | D | D | D | D | - | - | D | D |
| 4214401 | Restaurant \& hotel equipment \& supplies whsle | D | D | D | D | - | - | D | D |
| 4214402 | Store machines \& equipment whsle....... | D | D | D | D | - | - | - |  |
| 42145 | Medical, dental, \& hospital equipment \& supplies whsle . | 2.9 | 11.5 | 3.4 | 14.2 | - | - | D | D |
| 421450 | Medical, dental, \& hospital equipment \& supplies whsle | 2.9 | 11.5 | 3.4 3.4 | 14.2 | - | - | D | D |
| 4214501 | Surgical, medical, \& hospital supplies whsle | 2.9 D | 11.5 | 3.4 D | 14.2 | - | - | D | D |
| 4214502 | Dental equipment \& supplies whsle . . . . . . . . | D | D | D | D | - | - | - | D |
| $\begin{aligned} & 42146 \\ & 421460 \end{aligned}$ | Ophthalmic goods whsle $\qquad$ Ophthalmic goods whsle $\qquad$ | . 1 | $\begin{aligned} & 3.5 \\ & 3.5 \end{aligned}$ | D | D | - | - | - | - |
| 42149 | Other professional equipment \& supplies whsle. | D | D | D | D | - | - | D | D |
| 421490 | Other professional equipment \& supplies whsle. | D | D | D | D | - | - | D | D |
| 4214902 | Other professional equipment \& supplies whsle | D | D | D | D | - | - | D | D |

Table 4. Percent of Sales Data Based on Administrative Records and Estimation for Metropolitan Areas: 1997-Con.
 MSAs, and PMSAs), see Appendix E]


Table 4. Percent of Sales Data Based on Administrative Records and Estimation for Metropolitan Areas: 1997-Con.
 MSAs, and PMSAs), see Appendix E]


Table 4. Percent of Sales Data Based on Administrative Records and Estimation for Metropolitan Areas: 1997-Con.
[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]


See footnotes at end of table.

Table 4. Percent of Sales Data Based on Administrative Records and Estimation for Metropolitan Areas: 1997-Con.
[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

| NAICS code | Geographic area and kind of business | All types of operation percent of sales- |  | Merchant wholesalers percent of sales- |  | Manufacturers' sales branches and offices percent of sales- |  | Agents, brokers, and commission merchants percent of sales - |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | From administrative records ${ }^{1}$ | Estimated ${ }^{2}$ | From administrative records | Estimated ${ }^{2}$ | From administrative records | Estimated ${ }^{2}$ | From administrative records ${ }^{1}$ | Estimated ${ }^{2}$ |
|  | WASHINGTON-BALTIMORE, DC-MD-VAWV CMSA-Con. <br> Washington, DC-MD-VA-WV PMSACon. |  |  |  |  |  |  |  |  |
| 42 422 | Wholesale trade-Con. <br> Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| $\begin{aligned} & 4229 \\ & 42291 \\ & 422990 \\ & 429101 \\ & 4229102 \end{aligned}$ | Miscellaneous nondurable goods whsle $\qquad$ Farm supplies whsle. <br> Farm supplies whsle........................... <br> Farm supplies-farm dealers <br> Farm supplies-whsle distributors $\qquad$ <br> ........ | D D D D D | D D D D D | D <br> D <br> D <br> -1. | D <br> D <br> D <br> -1. | D - - - | D - - - | D <br> - <br> - | D |
| $\begin{aligned} & 42292 \\ & 422920 \end{aligned}$ | Book, periodical, \& newspaper whsle .......... Book, periodical, \& newspaper whsle ....... | . 8 | 5.3 5.3 | D | D | - | $\begin{aligned} & 5.5 \\ & 5.5 \end{aligned}$ | - | - |
| 42293 422930 | Flower, nursery stock, \& florists' supplies whsle. <br> Flower, nursery stock, \& florists' supplies whsle. | D | D | D | D | - | - | - | - |
| $\begin{aligned} & 42294 \\ & 422940 \end{aligned}$ | Tobacco \& tobacco product whsle . $\qquad$ Tobacco \& tobacco product whsle . . . . . . . . . . . | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | D | D | - | - | - | - |
| $\begin{aligned} & 42295 \\ & 422950 \\ & 4229501 \end{aligned}$ | Paint, varnish, \& supplies whsle $\qquad$ Paint, varnish, \& supplies whsle. $\square$ Paint, varnish, \& supplies whsle . $\qquad$ | .4 .4 .4 | 2.6 2.6 2.6 | D D D | D D D | D D D | D | - | - |
| $\begin{aligned} & 42299 \\ & 422990 \end{aligned}$ | Other miscellaneous nondurable goods whsle . Other miscellaneous nondurable goods whsle | D | D | D | D | - | - | D | D |
| $\begin{aligned} & 4229901 \\ & 4229902 \end{aligned}$ | Art goods whsle. General merchandise (nondurable goods) | 8.0 | 2.3 | D | D | - | - | D | D |
| 4229904 | whsle Other nondurable goods whsle $\qquad$ | 40.2 | $\begin{array}{r} 10.7 \\ D \end{array}$ | D | D | - | - | - | - |

[^3]Table 5. Summary Statistics for the County: 1997
 see Appendix D]


Table 5. Summary Statistics for the County: 1997-Con.



Table 5. Summary Statistics for the County: 1997-Con.
 see Appendix D]


Table 5. Summary Statistics for the County: 1997-Con.


| NAICS code | Geographic area, type of operation, and kind of business | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | Annual payroll $(\$ 1,000)$ | Firstquarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories ${ }^{\text {r }}$ $(\$ 1,000)$ | End-of-1997 inventories ${ }^{r}$ $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | DISTRICT OF COLUMBIA, DCCon. |  |  |  |  |  |  |  |  |
|  | Merchant wholesalers........ | 285 | 1090986 | 110594 | 23101 | 3321 | 198410 | 73619 | 85587 |
| 421 | Wholesale trade, durable goods ........ | 134 | 307763 | 37848 | 6429 | 853 | 64691 | 27125 | 27561 |
| 4211 | Motor vehicle \& motor vehicle parts \& supplies whsle. | 15 | D | D | D | c | D | D | D |
| 42111 | Automobile \& other motor vehicle whsle | 4 | D | D | D | b | D | D | D |
| 421110 | Automobile \& other motor vehicle whsle | 4 | D | D | D | b | D | D | D |
| 42112 | Motor vehicle supplies \& new parts whsle | 7 | D | D | D | c | D | D | D |
| 421120 | Motor vehicle supplies \& new parts whsle | 7 | D | D | D | c | D | D | D |
| 4211202 | Motor vehicle supplies \& new parts-jobbers.................. | 6 | D | D | D | b | D | D | D |
| $\begin{aligned} & 42114 \\ & 421140 \end{aligned}$ | Motor vehicle parts, (used) whsle ... Motor vehicle parts, (used) whsle . | 4 | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | D | b | D | D | D |
| 4212 | Furniture \& home furnishings whsle ... | 22 | D | D | D | c | D | D | D |
| 42121 | Furniture whsle ................... | 13 | D | D | D | b | D | D | D |
| $\begin{aligned} & 421210 \\ & 4212102 \end{aligned}$ | Furniture whsle Office \& business furniture | 13 | D | D | D | b | D | D | D |
|  | whsle ..................... | 8 | D | D | D | b | D | D | D |
| $\begin{aligned} & 42122 \\ & 421220 \end{aligned}$ | Home furnishings whsle $\qquad$ Home furnishings whsle $\qquad$ | 9 | D | D | D | b | D | D | D |
| 4213 | Lumber \& other construction materials whsle $\qquad$ | 5 | D | D | D | b | D | D | D |
| 42131 | Lumber, plywood, millwork, \& wood panel whsle | 2 | D | D | D | b | D | D | D |
| 421310 | Lumber, plywood, millwork, \& wood panel whsle | 2 | D | D | D | b | D | D | D |
| 42132 | Brick, stone, \& related construction materials whsle . | 2 | D | D | D | a | D | D | D |
| 421320 | Brick, stone, \& related construction materials whsle | 2 | D | D | D | a | D | D | D |
| 42139 | Other construction materials whsle .. | 1 | D | D | D | a | D | D | D |
| 421390 | Other construction materials whsle | 1 | D | D | D | a | D | D | D |
| 4214 | Professional \& commercial equipment \& supplies whsle | 25 | D | D | D | c | D | D | D |
| 42141 | Photographic equipment \& supplies whsle | 3 | D | D | D | a | D | D | D |
| 421410 | Photographic equipment \& supplies whsle. | 3 | D | D | D | a | D | D | D |
| $\begin{aligned} & 42142 \\ & 421420 \end{aligned}$ | Office equipment whsle $\qquad$ Office equipment whsle. $\qquad$ | 4 | D | D | D | a | D | D | D |
| 42143 | Computer \& computer peripheral equipment \& software whsle. | 10 | D | D | D | b | D | D | D |
| 421430 | Computer \& computer peripheral equipment \& software whsle. | 10 | D | D | D | b | D | D | D |
| 4214301 | Computer \& peripheral equipment whsle. |  |  | D |  |  |  |  |  |
| 42143012 | equipment whsle. Computers \& peripheral equipment for end use. | 7 6 | D | D | D | b | D | D | D |
| 42144 | Other commercial equipment whsle . | 3 | D | D | D | b | D | D | D |
| 421440 | Other commercial equipment whsle | 3 | D | D | D | b | D | D | D |
| 42145 | Medical, dental, \& hospital equipment \& supplies whsle $\qquad$ | 5 | D | D | D | a | D | D | D |
| 421450 | Medical, dental, \& hospital equipment \& supplies whsle | 5 | D | D | D | a | D | D | D |
| 4215 | Metal \& mineral (except petroleum) whsle | 1 | D | D | D | a |  |  |  |
| $\begin{aligned} & 42152 \\ & 421520 \end{aligned}$ | Coal \& other mineral \& ore whsle Coal \& other mineral \& ore whsle | 1 1 | D | D | D | a | D | D | D |
| 4216 | Electrical goods whsle ............. | 15 | D | D | D | b | D | D | D |
| 42161 | Electrical apparatus \& equip, wiring supp, \& const material whsle ...... | 9 | D | D | D | b | D | D | D |
| 421610 | Electrical apparatus \& equip, wiring supp, \& const material whsle | 9 | D | D | D | b | D | D | D |
| 42162 | Electrical appliance, television \& radio set whsle $\qquad$ |  |  |  |  |  |  |  |  |
| 421620 | radio set whsle . ................... <br> Electrical appliance, television \& radio set whsle $\qquad$ | 1 1 | D | D | D | a a | D | D | D |
| 42169 | Other electronic parts \& equipment whsle | 5 | D | D | D | a | D | D | D |
| 421690 | Other electronic parts \& equipment whsle | 5 |  |  | D |  | D | D | D |

Table 5. Summary Statistics for the County: 1997-Con.
 see Appendix D]

| NAICS code | Geographic area, type of operation, and kind of business | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | Annual payroll $(\$ 1,000)$ | Firstquarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories ${ }^{r}$ $(\$ 1,000)$ | End-of-1997 inventories ${ }^{r}$ $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | DISTRICT OF COLUMBIA, DCCon. |  |  |  |  |  |  |  |  |
|  | Merchant wholesalers-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4217 | Hardware, \& plumbing \& heating equipment \& supplies whsle . | 10 | D | D |  |  | D |  |  |
| $\begin{aligned} & 42171 \\ & 421710 \end{aligned}$ | Hardware whsle $\qquad$ Hardware whsle $\qquad$ | 6 6 | D | D | D | b | D | D | D |
| 42172 | Plumbing \& heating equipment \& supplies (hydronics) whsle ... | 2 | D | D | D | b | D | D | D |
| 421720 | Plumbing \& heating equipment \& supplies (hydronics) whsle | 2 | D | D | D | b | D | D | D |
| 42173 | Warm air heating \& air-conditioning equipment \& supplies whsle....... | 1 | D | D | D | a | D | D | D |
| 421730 | Warm air heating \& airconditioning equipment \& supplies whsle. | 1 | D | D | D | a | D | D | D |
| 42174 | Refrigeration equipment \& supplies whsle | 1 | D | D | D | a | D | D | D |
| 421740 | Refrigeration equipment \& supplies whsle. | 1 | D | D | D | a | D | D | D |
| 4218 | Machinery, equipment, \& supplies whsle | 21 | D | D | D | c | D | D | D |
| 42182 | Farm \& garden machinery \& equipment whsle. | 1 | D | D | D | a | D | D | D |
| 421820 | Farm \& garden machinery \& equipment whsle. | 1 | D | D | D | a | D | D | D |
| 42183 | Industrial machinery \& equipment whsle $\qquad$ | 3 | D | D | D | b | D | D | D |
| 421830 | Industrial machinery \& equipment whsle | 3 | D | D | D | b | D | D | D |
| $\begin{aligned} & 42184 \\ & 421840 \end{aligned}$ | Industrial supplies whsle $\qquad$ Industrial supplies whsle $\qquad$ | 3 3 | $\begin{aligned} & D \\ & D \end{aligned}$ | D | D | a | D | D | D |
| 42185 | Service establishment equipment \& supplies whsle. | 10 | D | D | D | b | D | D | D |
| 421850 | Service establishment equipment \& supplies whsle | 10 | D | D | D | b | D | D | D |
| 4218502 | Custodial, janitors' equipment \& supplies whsle. | 6 | D | D | D | b | D | D | D |
| 42186 | Transportation equipment \& supplies (exc motor vehicle) whsle . . . . . . . . . | 4 | D | D | D | a | D | D | D |
| 421860 | Transportation equipment \& supplies (exc motor vehicle) whsle | 4 | D | D | D | a | D | D | D |
| 4219 | Miscellaneous durable goods whsle ... | 20 | D | D | D | b | D | D | D |
| 42191 | Sporting \& recreational goods \& supplies whsle. | 2 | D | D | D | a | D | D | D |
| 421910 | Sporting \& recreational goods \& supplies whsle. | 2 | D | D | D | a | D | D | D |
| 42192 | Toy \& hobby goods \& supplies whsle | 1 | D | D | D | a | D | D | D |
| 421920 | Toy \& hobby goods \& supplies whsle | 1 | D | D | D | a | D | D | D |
| $\begin{aligned} & 42193 \\ & 421930 \end{aligned}$ | Recyclable material whsle ......... . Recyclable material whsle ....... | $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | D | b | D | D | D |
| 42194 | Jewelry/watch/silverware/precious stone, \& precious metal whsle . | 2 | D | D | D | a | D | D | D |
| 421940 | Jewelry/watch/silverware/precious stone, \& precious metal whsle . . . | 2 | D | D | D | a | D | D | D |
| 42199 | Other miscellaneous durable goods whsle $\qquad$ | 10 | D | D | D | b | D | D | D |
| 421990 | Other miscellaneous durable goods whsle | 10 | D | D | D | b | D | D | D |
| 422 | Wholesale trade, nondurable goods ..... | 151 | 783223 | 72746 | 16672 | 2468 | 133719 | 46494 | 58026 |
| 4221 | Paper \& paper product whsle........ | 8 | D | D | D | b | D | D | D |
| $\begin{aligned} & 42212 \\ & 422120 \end{aligned}$ | Stationery \& office supplies whsle... Stationery \& office supplies whsle. | 7 | D | D | D | b | D | D | D |
| 42213 | Industrial \& personal service paper whsle $\qquad$ | 1 | D | D | D | a | D | D | D |
| 422130 | Industrial \& personal service paper whsle $\qquad$ | 1 | D | D | D | a | D | D | D |
| 42228142210 | Drugs, \& druggists' sundries whsle . . . . Drugs, \& druggists' sundries whsle . . | 8 | D | D | D | c | D | D | D |
| 422210 | Drugs, \& druggists' sundries whsle | 8 | D | D | D | c | D | D | D |
| $\begin{aligned} & 4223 \\ & 42231 \end{aligned}$ | Apparel, piece goods, \& notions whsle. Piece goods, notions, \& other dry | 14 | D | D | D | b | D | D | D |
|  | goods whsle .................... | 7 | D | D | D | b | D | D | D |
| 422310 | Piece goods, notions, \& other dry goods whsle |  |  | D | D | b | D | D | D |

Table 5. Summary Statistics for the County: 1997-Con.



Table 5. Summary Statistics for the County: 1997-Con.
 see Appendix D]


Table 6. Percent of Sales Data Based on Administrative Records and Estimation for the County: 1997
[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by *,


Table 6. Percent of Sales Data Based on Administrative Records and Estimation for the County: 1997-Con.
[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by *,


Table 6. Percent of Sales Data Based on Administrative Records and Estimation for the County: 1997-Con.
[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by *, see Appendix D]

| NAICS code | Geographic area and kind of business | All types of operation percent of sales- |  | Merchant wholesalers percent of sales- |  | Manufacturers' sales branches and offices percent of sales - |  | Agents, brokers, and commission merchants percent of sales - |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | From administrative records | Estimated ${ }^{2}$ | From administrative records ${ }^{1}$ | Estimated ${ }^{2}$ | From administrative records ${ }^{1}$ | Estimated ${ }^{2}$ | From administrative records ${ }^{1}$ | Estimated ${ }^{2}$ |
| 42 | DISTRICT OF COLUMBIA, DC-Con. <br> Wholesale trade-Con. |  |  |  |  |  |  |  |  |
| 422 | Wholesale trade, nondurable goods-Con. |  |  |  |  |  |  |  |  |
| 4224 422410 4224103 | Grocery \& related products whsle $\qquad$ General-line grocery whsle General-line grocery whsle . Other general-line grocery whsle ........... | $\begin{array}{r} 12.8 \\ \text { D } \\ \text { D } \\ \text { D } \end{array}$ | $\begin{array}{r} 1.6 \\ \text { D } \\ D \\ D \end{array}$ | 12.8 D D D | 1.6 D D D | - <br> - <br> - <br> - | - | - - - | - |
| 42243 422430 | ```Dairy products, (except dried or canned) whsle Dairy products, (except dried or canned) whsle``` | D | D | D | D | - | - | - | - |
| $\begin{aligned} & 42244 \\ & 422440 \end{aligned}$ | Poultry \& poultry product whsle $\qquad$ Poultry \& poultry product whsle $\qquad$ | D | D | D | D | - | - | - | - |
| $\begin{aligned} & 42245 \\ & 422450 \end{aligned}$ | Confectionery whsle Confectionery whsle $\qquad$ $\qquad$ | D | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | D | - | - | - | - |
| $\begin{aligned} & 42246 \\ & 422460 \end{aligned}$ | Fish \& seafood whsle $\qquad$ Fish \& seafood whsle $\qquad$ | D | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | D | - | - | - | - |
| $\begin{aligned} & 42247 \\ & 422470 \end{aligned}$ | Meat \& meat product whsle. Meat \& meat product whsle. | 1.0 1.0 | - | 1.0 1.0 | - | - | - | - | - |
| $\begin{aligned} & 42248 \\ & 422480 \end{aligned}$ | Fresh fruit \& vegetable whsle Fresh fruit \& vegetable whsle | 18.2 | . 7 | 18.2 18.2 | . 7 | - | - | - | - |
| $\begin{aligned} & 42249 \\ & 422490 \end{aligned}$ | Other grocery \& related products whsle ....... Other grocery \& related products whsle ..... | D | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | D | - | - | - | - |
| $\begin{aligned} & 4225 \\ & 42251 \\ & 422510 \end{aligned}$ | Farm-product raw material whsle Grain \& field bean whsle Grain \& field bean whsle | D D D | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D D D | D D D | - <br> - <br> - | - | - | - |
| $\begin{aligned} & 4226 \\ & 42261 \end{aligned}$ | Chemical \& allied products whsle. Plastics materials \& basic forms \& shapes | D | D | D | D | D | D | - | - |
| 422610 | whsle. <br> Plastics materials \& basic forms \& shapes whsle. | D | D | D | D | - | - | - | - |
| $\begin{aligned} & 42269 \\ & 422690 \end{aligned}$ | Other chemical \& allied products whsle Other chemical \& allied products whsle .... | D | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | D | - | - | - | - |
| $\begin{aligned} & 4227 \\ & 42271 \\ & 422710 \end{aligned}$ | Petroleum \& petroleum products whsle Petroleum bulk stations \& terminals .............. Petroleum bulk stations \& terminals ......... | D | $\begin{aligned} & \text { D } \\ & \text { D } \\ & \text { D } \end{aligned}$ | D | D D D | - <br> - <br> - | - | D - - | D |
| 42272 422720 | Petroleum \& petroleum prod whsle (exc bulk stations \& terminals) Petroleum \& petroleum prod whsle exc buik stations \& terminals). | D | D | D | D | - | - | D | D |
| $\begin{aligned} & 4228 \\ & 42281 \\ & 422810 \end{aligned}$ | Beer, wine, \& distilled alcoholic beverage whsle . Beer \& ale whsle . <br> Beer \& ale whsle | D D D | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D D D | D D D | - <br> - <br> - | - | D | D - - |
| $\begin{aligned} & 42282 \\ & 422820 \end{aligned}$ $4228201$ | Wine \& distilled alcoholic beverage whsle ..... Wine \& distilled alcoholic beverage whsle Wine \& distilled alcoholic bev (licensed operation) whsle | - | - | D | D | $-$ | - | - | - |
| $\begin{aligned} & 4229 \\ & 42291 \\ & 422910 \end{aligned}$ | Miscellaneous nondurable goods whsle $\qquad$ Farm supplies whsle Farm supplies whsle | D | D <br> D <br> D | D | D D D | D <br> - <br> - | - | D - - | D |
| $\begin{aligned} & 42292 \\ & 422920 \end{aligned}$ | Book, periodical, \& newspaper whsle . . . . . . . . . Book, periodical, \& newspaper whsle | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | D | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | - | - |
| 42293 422930 | Flower, nursery stock, \& florists' supplies whsle <br> Flower, nursery stock, \& florists' supplies whsle. | - | $\begin{aligned} & 10.1 \\ & 10.1 \end{aligned}$ | - | 10.1 10.1 | - | - | - | - |
| $\begin{aligned} & 42294 \\ & 422940 \end{aligned}$ | Tobacco \& tobacco product whsle . $\qquad$ Tobacco \& tobacco product whsle $\square$ | D | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | D | - | - | - | - |
| $\begin{aligned} & 42295 \\ & 422950 \\ & 4229501 \end{aligned}$ | Paint, varnish, \& supplies whsle Paint, varnish, \& supplies whsie. $\qquad$ $\qquad$ Paint, varnish, \& supplies whsle . $\qquad$ | D D D | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | - | - | - <br> - <br> - | - | - | - |
| $\begin{aligned} & 42299 \\ & 422990 \end{aligned}$ | Other miscellaneous nondurable goods whsle Other miscellaneous nondurable goods whsle. $\qquad$ | D | D | D | D | - | - | - | - |

${ }^{1}$ Includes sales information obtained from administrative records of other Federal agencies.
${ }^{2}$ Includes sales information which was imputed based on historic company ratios or administrative records, or on industry averages.

Table 7. Summary Statistics for the Place: 1997
 see Appendix D]

| NAICS code | Geographic area, type of operation, and kind of business | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{gathered} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{gathered}$ | Firstquarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories ${ }^{\text {r }}$ $(\$ 1,000)$ | End-of-1997 inventories ${ }^{r}$ $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | WASHINGTON, DC |  |  |  |  |  |  |  |  |
| 42 | Wholesale trade . . . . . . . . . . | 348 | 3918622 | 222998 | 57007 | 5008 | 411314 | 82964 | 96544 |
| 421 | Wholesale trade, durable goods ........ | 176 | D | D | D | g | D | D | D |
| 4211 | Motor vehicle \& motor vehicle parts \& supplies whsle. | 16 | D | D | D | c | D | D | D |
| 42111 | Automobile \& other motor vehicle whsle | 5 | D | D | D | b | D | D | D |
| 421110 | Automobile \& other motor vehicle whsle | 5 | D | D | D | b | D | D | D |
| 4211103 | Light truck \& van $(14,000 \mathrm{lb}$ or less) whsle. | 1 | D | D | D | a | D | D | D |
| 42112 | Motor vehicle supplies \& new parts whsle | 7 | D | D | D | c | D | D | D |
| 421120 | Motor vehicle supplies \& new parts whsle | 7 | D | D | D | c | D | D | D |
| 4211202 | Motor vehicle supplies \& new parts-jobbers................. | 6 | D | D | D | b | D | D | D |
| $\begin{aligned} & 42114 \\ & 421140 \end{aligned}$ | Motor vehicle parts, (used) whsle ... Motor vehicle parts, (used) whsle . | 4 | D | D | D | b | D | D | D |
| $\begin{aligned} & 4212 \\ & 42121 \\ & 421210 \end{aligned}$ | Furniture \& home furnishings whsle ... Furniture whsle Furniture whsle | 36 <br> 24 <br> 24 | D | D | D <br> D <br> D | c | D | D | D |
| 4212102 | Office \& business furniture whsle | 17 | D | D | D | c | D | D | D |
| $\begin{aligned} & 42122 \\ & 421220 \end{aligned}$ | Home furnishings whsle $\qquad$ Home furnishings whsle $\qquad$ | 12 12 | D | D | D | b | D | D | D |
| 4212202 4212203 | Linens, domestics, draperies, \& curtains whsle <br> Floor coverings whsle | 5 5 5 | D | D | D | b | D | D | D |
| 4213 | Lumber \& other construction materials whsle | 5 | D | D | D | b | D | D | D |
| 42131 | Lumber, plywood, millwork, \& wood panel whsle | 2 | D | D | D | b | D | D | D |
| 421310 | Lumber, plywood, millwork, \& wood panel whsle | 2 | D | D | D | b | D | D | D |
| 42132 | Brick, stone, \& related construction materials whsle | 2 | D | D | D | a | D | D | D |
| 421320 | Brick, stone, \& related construction materials whsle | 2 | D | D | D | a | D | D | D |
| $\begin{aligned} & 42139 \\ & 421390 \end{aligned}$ | Other construction materials whsle . . Other construction materials | 1 | D | D | D | a | D | D | D |
|  | whsle ....................... | 1 | D | D | D | a | D | D | D |
| 4214 | Professional \& commercial equipment \& supplies whsle | 33 | D | D | D | f | D | D | D |
| 42141 | Photographic equipment \& supplies whsle | 3 | D | D | D | a | D | D | D |
| 421410 | Photographic equipment \& supplies whsle. | 3 | D | D | D | a | D | D | D |
| $\begin{aligned} & 42142 \\ & 421420 \end{aligned}$ | Office equipment whsle . $\qquad$ Office equipment whsle $\qquad$ | 5 5 | D | D | D | e | D | D | D |
| 42143 | Computer \& computer peripheral equipment \& software whsle. | 17 | D | D | D | e | D | D | D |
| 421430 | Computer \& computer peripheral equipment \& software whsle..... | 17 | D | D | D | e | D | D | D |
| 4214301 | Computer \& peripheral equipment whsle. | 14 | D | D | D | e | D | D | D |
| 42143012 | Computers \& peripheral equipment for end use...... | 12 | D | D | D | e | D | D | D |
| 42144 | Other commercial equipment whsle . | 3 | D | D | D | b | D | D | D |
| 421440 | Other commercial equipment whsle | 3 | D | D | D | b | D | D | D |
| 42145 | Medical, dental, \& hospital equipment \& supplies whsle | 5 | D | D | D | a | D | D | D |
| 421450 | Medical, dental, \& hospital equipment \& supplies whsle ..... | 5 | D | D | D | a | D | D | D |
| 4215 | Metal \& mineral (except petroleum) whsle | 1 |  |  |  | a |  |  |  |
| $\begin{aligned} & 42152 \\ & 421520 \end{aligned}$ | Coal \& other mineral \& ore whsle Coal \& other mineral \& ore whsle | 1 1 | D | D | D | a | D | D | D |
| 4216 | Electrical goods whsle ............... | 29 | D | D | D | e | D | D | D |
| 42161 | Electrical apparatus \& equip, wiring supp, \& const material whsle ...... | 9 | D | D | D | b | D | D | D |
| 421610 | Electrical apparatus \& equip, wiring supp, \& const material whsle | 9 | D | D | D | b | D | D | D |
| 42162 | Electrical appliance, television \& radio set whsle $\qquad$ | 1 | D | D | D | a | D | D | D |
| 421620 | Electrical appliance, television \& radio set whsle $\qquad$ | 1 | D | D | D | a | D | D | D |
| 42169 | Other electronic parts \& equipment whsle | 19 | D | D | D | e | D | D | D |
| 421690 | Other electronic parts \& equipment whsle $\qquad$ | 19 | D | D | D | e | D | D | D |
| 4216901 | Communications equipment \& supplies whsle. | 16 |  | D | D | e | D | D | D |

Table 7. Summary Statistics for the Place: 1997-Con.


| NAICS code | Geographic area, type of operation, and kind of business | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | $\begin{array}{r} \text { Annual } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | Firstquarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories ${ }^{\text {r }}$ $(\$ 1,000)$ | End-of-1997 inventories ${ }^{r}$ $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | WASHINGTON, DC-Con. |  |  |  |  |  |  |  |  |
| 42 | Wholesale trade-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4217 | Hardware, \& plumbing \& heating equipment \& supplies whsle | 10 | D | D | D |  | D | D |  |
| $\begin{aligned} & 42171 \\ & 421710 \end{aligned}$ | Hardware whsle Hardware whsle | 6 6 | D | D | D | b | D | D | D |
| 42172 | Plumbing \& heating equipment \& supplies (hydronics) whsle | 2 | D | D | D | b | D | D | D |
| 421720 | Plumbing \& heating equipment \& supplies (hydronics) whsle | 2 | D | D | D | b | D | D | D |
| 42173 | Warm air heating \& air-conditioning equipment \& supplies whsle....... | 1 | D | D | D | a | D | D | D |
| 421730 | Warm air heating \& airconditioning equipment \& supplies whsle.................... | 1 | D | D | D | a | D | D | D |
| 42174 | Refrigeration equipment \& supplies whsle | 1 | D | D | D | a | D | D | D |
| 421740 | Refrigeration equipment \& supplies whsle. | 1 | D | D | D | a | D | D | D |
| 4218 | Machinery, equipment, \& supplies whsle | 24 | D | D | D | c | D | D | D |
| 42182 | Farm \& garden machinery \& equipment whsle. | 1 | D | D | D | a | D | D | D |
| 421820 | Farm \& garden machinery \& equipment whsle. | 1 | D | D | D | a | D | D | D |
| 42183 | Industrial machinery \& equipment whsle $\qquad$ | 3 | D | D | D | b | D | D | D |
| 421830 | Industrial machinery \& equipment whsle | 3 | D | D | D | b | D | D | D |
| $\begin{aligned} & 42184 \\ & 421840 \\ & 4218406 \end{aligned}$ | Industrial supplies whsle . Industrial supplies whsle . . . . . . . . . Other industrial supplies whsle | 5 5 2 | $\begin{aligned} & D \\ & D \\ & D \end{aligned}$ | $\begin{aligned} & D \\ & D \\ & D \end{aligned}$ | D | b | D | D | D |
| 42185 | Service establishment equipment \& supplies whsle. $\qquad$ | 11 | D | D | D | b | D | D | D |
| 421850 | Service establishment equipment \& supplies whsle | 11 | D | D | D | b | D | D | D |
| 4218502 | Custodial, janitors' equipment \& supplies whsle. | 6 | D | D | D | b | D | D | D |
| 4218504 | Other service establishment equipment \& supplies whsle ... | 2 | D | D | D | a | D | D | D |
| 42186 | Transportation equipment \& supplies (exc motor vehicle) whsle | 4 | D | D | D | a | D | D | D |
| 421860 | Transportation equipment \& supplies (exc motor vehicle) whsle $\qquad$ | 4 | D | D | D | a | D | D | D |
| 4219 42191 | Miscellaneous durable goods whsle ... | 22 | D | D | D | b | D | D | D |
|  | Sporting \& recreational goods \& supplies whsle. | 2 | D | D | D | a | D | D | D |
| 421910 | Sporting \& recreational goods \& supplies whsle. | 2 | D | D | D | a | D | D | D |
| 42192 | Toy \& hobby goods \& supplies whsle $\qquad$ | 1 | D | D | D | a | D | D | D |
| 421920 | Toy \& hobby goods \& supplies whsle | 1 | D | D | D | a | D | D | D |
| $\begin{aligned} & 42193 \\ & 421930 \end{aligned}$ | Recyclable material whsle $\qquad$ Recyclable material whsle $\qquad$ | 5 5 | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | b | D | D | D |
| 42194 | Jewelry/watch/silverware/precious stone, \& precious metal whsle . . . . . | 2 | D | D | D | a | D | D | D |
| 421940 | Jewelry/watch/silverware/precious stone, \& precious metal whsle ... | 2 | D | D | D | a | D | D | D |
| 42199 | Other miscellaneous durable goods whsle $\qquad$ | 12 | D | D | D | b | D | D | D |
| 421990 | Other miscellaneous durable goods whsle | 12 | D | D | D | b | D | D | D |
| 422 | Wholesale trade, nondurable goods ..... | 172 | D | D | D | h | D | D | D |
| 4221 42212 | Paper \& paper product whsle . . . . . . . . . Stationery \& office supplies whsle... | 9 | D | D | D | b | D | D | D |
| 422120 | Stationery \& office supplies whsie. | 7 | D | D | D | b | D | D | D |
| 42213 | Industrial \& personal service paper whsle | 2 | D | D | D | a | D | D | D |
| 422130 | Industrial \& personal service paper whsle | 2 | D | D | D | a | D | D | D |
| $4222{ }_{4221}$ | Drugs, \& druggists' sundries whsle . . . . Drugs, \& druggists' sundries whsle . . | 9 | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | D | c | D | D | D |
| 422210 | Drugs, \& druggists' sundries whsle | 9 | D | D | D | c | D | D | D |
| 4223 | Apparel, piece goods, \& notions whsle. | 21 | D | D | D | b | D | D | D |
| 42231 | Piece goods, notions, \& other dry goods whsle | 11 | D | D | D | b | D | D | D |
| 422310 | Piece goods, notions, \& other dry goods whsle | 11 | D | D | D | b | D | D | D |
| 4223101 | Piece goods-jobbers .... | 11 | D | D | D | b | D | D | D |

Table 7. Summary Statistics for the Place: 1997-Con.
 see Appendix D]


Table 7. Summary Statistics for the Place: 1997-Con.



Table 7. Summary Statistics for the Place: 1997-Con.


| NAICS code | Geographic area, type of operation, and kind of business | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | Annual payroll $(\$ 1,000)$ | Firstquarter payroll $(\$ 1,000)$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories ${ }^{r}$ $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | WASHINGTON, DC-Con. |  |  |  |  |  |  |  |  |
|  | Merchant wholesalers-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| 4217 | Hardware, \& plumbing \& heating equipment \& supplies whsle |  |  |  |  |  |  |  |  |
| $\begin{aligned} & 42171 \\ & 421710 \end{aligned}$ | equipment \& supplies whsle <br> Hardware whsle <br> Hardware whsle $\qquad$ | $\begin{array}{r} 10 \\ 6 \\ 6 \end{array}$ | D | D | D | c | D | D | D |
| 42172 | Plumbing \& heating equipment \& supplies (hydronics) whsle ........ | 2 | D | D | D | b | D | D | D |
| 421720 | Plumbing \& heating equipment \& supplies (hydronics) whsle | 2 | D | D | D | b | D | D | D |
| 42173 | Warm air heating \& air-conditioning equipment \& supplies whsle . $\qquad$ | 1 | D | D | D | a | D | D | D |
| 421730 | Warm air heating \& airconditioning equipment \& supplies whsle. | 1 | D | D | D | a | D | D | D |
| 42174 | Refrigeration equipment \& supplies whsle | 1 | D | D | D | a | D | D | D |
| 421740 | Refrigeration equipment \& supplies whsle. | 1 | D | D | D | a | D | D | D |
| 4218 | Machinery, equipment, \& supplies whsle $\qquad$ | 21 | D | D | D | c | D | D | D |
| 42182 | Farm \& garden machinery \& equipment whsle. | 1 | D | D | D | a | D | D | D |
| 421820 | Farm \& garden machinery \& equipment whsle. | 1 | D | D | D | a | D | D | D |
| 42183 | Industrial machinery \& equipment whsle $\qquad$ | 3 | D | D | D | b | D | D | D |
| 421830 | Industrial machinery \& equipment whsle $\qquad$ | 3 | D | D | D | b | D | D | D |
| $\begin{aligned} & 42184 \\ & 421840 \end{aligned}$ | Industrial supplies whsle . . . . . . . . . . . Industrial supplies whsle | 3 3 | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | D | a | D | D | D |
| 42185 | Service establishment equipment \& supplies whsle. | 10 | D | D | D | b | D | D | D |
| 421850 | Service establishment equipment \& supplies whsle | 10 | D | D | D | b | D | D | D |
| 4218502 | Custodial, janitors' equipment \& supplies whsle. $\qquad$ | 10 6 | D | D | D | b | D | D | D |
| 42186 | Transportation equipment \& supplies (exc motor vehicle) whsle . . . . . . . . . | 4 | D | D | D | a | D | D | D |
| 421860 | Transportation equipment \& supplies (exc motor vehicle) whsle $\qquad$ | 4 | D | D | D | a | D | D | D |
| $\begin{aligned} & 4219 \\ & 42191 \end{aligned}$ | Miscellaneous durable goods whsle ... Sporting \& recreational goods \& | 20 | D | D | D | b | D | D | D |
|  | supplies whsle................... | 2 | D | D | D | a | D | D | D |
| 421910 | Sporting \& recreational goods \& supplies whsle. | 2 | D | D | D | a | D | D | D |
| 42192 | Toy \& hobby goods \& supplies whsle | 1 | D | D | D | a | D | D | D |
| 421920 | Toy \& hobby goods \& supplies whsle | 1 | D | D | D | a | D | D | D |
| $\begin{aligned} & 42193 \\ & 421930 \end{aligned}$ | Recyclable material whsle .......... Recyclable material whsle ....... | $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{b} \\ & \mathrm{~b} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | D |
| 42194 | Jewelry/watch/silverware/precious stone, \& precious metal whsle | 2 | D | D | D | a | D | D | D |
| 421940 | Jewelry/watch/silverware/precious stone, \& precious metal whsle ... | 2 | D | D | D | a | D | D | D |
| 42199 | Other miscellaneous durable goods whsle $\qquad$ | 10 | D | D | D | b | D | D | D |
| 421990 | Other miscellaneous durable goods whsle | 10 | D | D | D | b | D | D | D |
| 422 | Wholesale trade, nondurable goods ..... | 151 | 783223 | 72746 | 16672 | 2468 | 133719 | 46494 | 58026 |
| 4221 | Paper \& paper product whsle . . . . . . . | 8 | D | D | D | b | D | D | D |
| $\begin{aligned} & 42212 \\ & 422120 \end{aligned}$ | Stationery \& office supplies whsle... Stationery \& office supplies whsle . | 7 | D | D | D | b | D | D | D |
| 42213 | Industrial \& personal service paper whsle $\qquad$ | 1 | D | D | D | a | D | D | D |
| 422130 | Industrial \& personal service paper whsle | 1 | D | D | D | a | D | D | D |
| 4222 | Drugs, \& druggists' sundries whsle . . . | 8 | D | D | D | c | D | D | D |
| 42221 422210 | Drugs, \& druggists' sundries whsle... Drugs, \& druggists' sundries | 8 | D | D | D | c | D | D | D |
|  | Drugs, \& druggists sundries whsle | 8 | D | D | D | c | D | D | D |
| 4223 | Apparel, piece goods, \& notions whsle. | 14 | D | D | D | b | D | D | D |
| 42231 | Piece goods, notions, \& other dry goods whsle | 7 | D | D | D | b | D | D | D |
| 422310 | Piece goods, notions, \& other dry goods whsle | 7 | D | D | D | b | D | D | D |

Table 7. Summary Statistics for the Place: 1997-Con.


\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|}
\hline NAICS code \& Geographic area, type of operation, and kind of business \& Establishments (number) \& \[
\begin{array}{r}
\text { Sales } \\
(\$ 1,000)
\end{array}
\] \& Annual payroll \((\$ 1,000)\) \& Firstquarter payroll \((\$ 1,000)\) \& \begin{tabular}{l}
Paid \\
employees for pay period including March 12 (number)
\end{tabular} \& Operating expenses \((\$ 1,000)\) \& End-of-1996 inventories \({ }^{\text {r }}\) \((\$ 1,000)\) \& End-of-1997 inventories \({ }^{r}\) \((\$ 1,000)\) \\
\hline 422 \& \begin{tabular}{l}
WASHINGTON, DC-Con. \\
Merchant wholesalers-Con. \\
Wholesale trade, nondurable goodsCon.
\end{tabular} \& \& \& \& \& \& \& \& \\
\hline \[
\begin{aligned}
\& 4224 \\
\& 42241 \\
\& 422410 \\
\& 4224103
\end{aligned}
\] \& Grocery \& related products whsle \(\qquad\) General-line grocery whsle \(\qquad\) General-line grocery whsle ... \(\qquad\) Other general-line grocery whsle \(\qquad\) \& 66
14
14
12 \& 395439
D
D
D \& 33122
D
D
D \& 7255
D
D
D \& 1206
\(c\)
\(c\)

$c$ \& 56977
D
D
D \& 15727
$D$
D
D \& 16871
$D$
$D$
$D$ <br>
\hline 42243
422430 \& Dairy products, (except dried or canned) whsle. $\qquad$ Dairy products, (except dried or canned) whsle $\qquad$ \& 1 \& D \& D \& D \& a \& D \& D \& D <br>

\hline $$
\begin{aligned}
& 42244 \\
& 422440
\end{aligned}
$$ \& Poultry \& poultry product whsle $\qquad$ Poultry \& poultry product whsle ... \& 3

3 \& $$
\begin{aligned}
& \mathrm{D} \\
& \mathrm{D}
\end{aligned}
$$ \& D \& D \& b \& D \& D \& D <br>

\hline $$
\begin{aligned}
& 42245 \\
& 422450
\end{aligned}
$$ \& Confectionery whsle. $\qquad$ Confectionery whsle. $\qquad$ \& 2

2 \& D \& D \& D \& a \& D \& D \& D <br>

\hline $$
\begin{aligned}
& 42246 \\
& 422460
\end{aligned}
$$ \& Fish \& seafood whsle. $\qquad$ Fish \& seafood whsle. $\qquad$ \& 3

3 \& D \& D \& D \& b \& D \& D \& D <br>

\hline $$
\begin{aligned}
& 42247 \\
& 422470
\end{aligned}
$$ \& Meat \& meat product whsle ........ Meat \& meat product whsle . . . . . . \& 10

10 \& $$
\begin{aligned}
& 90435 \\
& 90435
\end{aligned}
$$ \& \[

$$
\begin{array}{ll}
9 & 301 \\
9 & 301
\end{array}
$$

\] \& \[

$$
\begin{aligned}
& 1953 \\
& 1953
\end{aligned}
$$
\] \& 254 \& 15282

15282 \& 3003
3033 \& 3
3
3
319 <br>

\hline $$
\begin{aligned}
& 42248 \\
& 422480
\end{aligned}
$$ \& Fresh fruit \& vegetable whsle ....... Fresh fruit \& vegetable whsle ..... \& 13

13 \& $$
\begin{aligned}
& 105188 \\
& 105188
\end{aligned}
$$ \& \[

$$
\begin{aligned}
& 9704 \\
& 9704
\end{aligned}
$$

\] \& \[

$$
\begin{aligned}
& 2158 \\
& 2158
\end{aligned}
$$
\] \& 411

411 \& 18228
18228 \& 2464
2464 \& 2567
2567 <br>
\hline 42249
422490 \& Other grocery \& related products whsle Other grocery \& related products whsle \& 16
16 \& D \& D \& D \& e \& D \& D \& D <br>

\hline | 4225 |
| :--- |
| 42251 |
| 422510 | \& Farm-product raw material whsle Grain \& field bean whsle Grain \& field bean whsle .....

$\qquad$ \& 1
1

1 \& $$
\begin{aligned}
& \mathrm{D} \\
& \mathrm{D} \\
& \mathrm{D}
\end{aligned}
$$ \& D

D
D \& D \& a \& D \& D \& D <br>
\hline 4226
42261 \& Chemical \& allied products whsle . $\ldots$.
Plastics materials \& basic forms \& 2 \& D \& D \& D \& a \& D \& D \& D <br>
\hline 422610 \& shapes whsle Plastics materials \& basic forms \& shapes whsle \& 1
1 \& D \& D \& D \& a \& D \& D \& D <br>
\hline 42269
422690 \& Other chemical \& allied products whsle Other chemical \& allied products whsle $\qquad$ \& 1
1 \& D \& D \& D \& a \& D \& D \& D <br>
\hline 4227 \& Petroleum \& petroleum products whsle \& 3 \& D \& D \& D \& b \& D \& D \& D <br>

\hline $$
\begin{aligned}
& 42271 \\
& 422710
\end{aligned}
$$ \& Petroleum bulk stations \& terminals Petroleum bulk stations \& terminals \& 1 \& D \& D \& D \& a \& D \& D \& D <br>

\hline 42272
422720 \& Petroleum \& petroleum prod whsle (exc bulk stations \& terminals) . . . . . Petroleum \& petroleum prod whsle (exc bulk stations \& terminals) ... \& 2 \& D \& D \& D \& a \& D \& D \& D <br>

\hline $$
\begin{aligned}
& 4228 \\
& 42281 \\
& 422810
\end{aligned}
$$ \& Beer, wine, \& distilled alcoholic beverage whsle. Beer \& ale whsle. Beer \& ale whsle. \& 10

4
4 \& D
D
D \& D
D
D \& D
D
D \& e
c
c \& D
D
D \& D \& D <br>
\hline 42282
422820
4228201 \& Wine \& distilled alcoholic beverage whsle $\square$ Wine \& distilled alcoholic beverage whsle $\qquad$ Wine \& distilled alcoholic bev (licensed operation) whsle \& 6
6
6 \& D \& D \& D \& e
e
e \& D \& D \& D <br>

\hline $$
\begin{aligned}
& 4229 \\
& 42291 \\
& 422910
\end{aligned}
$$ \& Miscellaneous nondurable goods whsle Farm supplies whsle $\qquad$ Farm supplies whsle $\qquad$ \& 39

1
1 \& D
D
D \& D
D
D \& D
D
D \& f
a
a \& D
D
D \& D \& D <br>
\hline 42292
422920 \& Book, periodical, \& newspaper whsle $\qquad$ Book, periodical, \& newspaper whsle $\qquad$ \& 12 \& D \& D \& D \& c \& D \& D \& D <br>
\hline 42293
422930 \& Flower, nursery stock, \& florists' supplies whsle. Flower, nursery stock, \& florists' supplies whsle. \& 5

5 \& $$
\begin{aligned}
& 12570 \\
& 12570
\end{aligned}
$$ \& \[

$$
\begin{aligned}
& 2968 \\
& 2968
\end{aligned}
$$
\] \& 439

439 \& 72
72 \& 4117
4117 \& 197
197 \& 266
266 <br>

\hline $$
\begin{aligned}
& 42294 \\
& 422940
\end{aligned}
$$ \& Tobacco \& tobacco product whsle.. Tobacco \& tobacco product whsle. \& \[

$$
\begin{aligned}
& 1 \\
& 1
\end{aligned}
$$

\] \& \[

$$
\begin{aligned}
& \mathrm{D} \\
& \mathrm{D}
\end{aligned}
$$

\] \& \[

$$
\begin{aligned}
& \mathrm{D} \\
& \mathrm{D}
\end{aligned}
$$
\] \& D \& c \& D \& D \& D <br>

\hline 42299

422990 \& Other miscellaneous nondurable goods whsle Other miscellaneous nondurable goods whsle \& $$
\begin{aligned}
& 20 \\
& 20
\end{aligned}
$$ \& D \& D \& D \& c \& D \& D \& D <br>

\hline
\end{tabular}

Table 7. Summary Statistics for the Place: 1997-Con.
 see Appendix D]

| NAICS code | Geographic area, type of operation, and kind of business | Establishments (number) | $\begin{array}{r} \text { Sales } \\ (\$ 1,000) \end{array}$ | Annual payroll $(\$ 1,000)$ | $\begin{array}{r} \text { First- } \\ \text { quarter } \\ \text { payroll } \\ (\$ 1,000) \end{array}$ | Paid <br> employees for pay period including March 12 (number) | Operating expenses $(\$ 1,000)$ | End-of-1996 inventories ${ }^{r}$ $(\$ 1,000)$ | End-of-1997 inventories $(\$ 1,000)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | WASHINGTON, DC-Con. <br> Manufacturers' sales branches and sales offices . . | 40 | 2337592 | 106623 | 32314 | 1487 | 200727 | 9301 | 10910 |
| 421 | Wholesale trade, durable goods ....... | 29 | D | D | D | g | D | D | D |
| 4211 | Motor vehicle \& motor vehicle parts \& supplies whsle. | 1 | D | D | D | a | D | D | D |
| 42111 | Automobile \& other motor vehicle whsle | 1 | D | D | D | a | D | D | D |
| 421110 | Automobile \& other motor vehicle whsle | 1 | D | D | D | a | D | D | D |
| $\begin{aligned} & 4212 \\ & 42121 \end{aligned}$ | Furniture \& home furnishings whsle ... Furniture whsle | 9 | D | D | D | b | D | D | D |
| $\begin{aligned} & 421210 \\ & 4212102 \end{aligned}$ | Furniture whsle Office \& business furniture whsle | 7 6 | D | D | D | b | D | D | D |
| $\begin{aligned} & 4214 \\ & 42142 \\ & 421420 \end{aligned}$ | Professional \& commercial equipment \& supplies whsle Office equipment whsle $\qquad$ Office equipment whsle $\qquad$ | 5 1 1 | D D D | D D D | D | f ${ }_{\text {e }}^{\text {e }}$ | D D D | D | D |
| 42143 | Computer \& computer peripheral equipment \& software whsle. | 4 | D | D | D | e | D | D | D |
| 421430 | Computer \& computer peripheral equipment \& software whsle. | 4 | D | D | D | e | D | D | D |
| 4214301 | Computer \& peripheral equipment whsle. | 4 | D | D | D | e | D | D | D |
| 42143012 | Computers \& peripheral equipment for end use. | 4 | D | D | D | e | D | D | D |
| $\begin{aligned} & 4216 \\ & 4169 \end{aligned}$ | Electrical goods whsle $\qquad$ Other electronic parts \& equipment | 13 | D | D | D | e | D | D | D |
|  | whsle ........................ | 13 | D | D | D | e | D | D | D |
| 421690 | Other electronic parts \& equipment whsle | 13 | D | D | D | e | D | D | D |
| 4216901 | Communications equipment \& supplies whsle................. | 11 | D | D | D | c | D | D | D |
| $\begin{aligned} & 4218 \\ & 42184 \\ & 421840 \\ & 4218406 \end{aligned}$ | Machinery, equipment, \& supplies whsle Industrial supplies whsle . $\qquad$ Industrial supplies whsle . $\qquad$ Other industrial supplies whsle . | 1 1 1 1 | D D D D | D D D D | D D D D | b | D D D D | D D D D | D D D D |
| 422 | Wholesale trade, nondurable goods ..... | 11 | D | D | D | e | D | D | D |
| 4222 | Drugs, \& druggists' sundries whsle .... | 1 | D | D | D | a | D | D | D |
| 4223 | Apparel, piece goods, \& notions whsle. | 2 | D | D | D | b | D | D | D |
| 4226 | Chemical \& allied products whsle ..... | 1 | D | D | D | a | D | D | D |
| 4229 | Miscellaneous nondurable goods whsle | 7 | D | D | D | e | D | D | D |
| 42292 | Book, periodical, \& newspaper whsle | 6 | D | D | D | e | D | D | D |
| 422920 | Book, periodical, \& newspaper whsle | 6 | D | D | D | e | D | D | D |
|  | Agents, brokers, and commission merchants ..... | 23 | 490044 | 5781 | 1592 | 200 | 12177 | 44 | 47 |
| 421 | Wholesale trade, durable goods ....... | 13 | D | D | D | b | D | D | D |
| 4212 | Furniture \& home furnishings whsle ... | 5 | D | D | D | a | D | D | D |
| 4214 | Professional \& commercial equipment \& supplies whsle | 3 | D | D | D | b | D | D | D |
| 42143 | Computer \& computer peripheral equipment \& software whsle. | 3 | D | D | D | b | D | D | D |
| 421430 | Computer \& computer peripheral equipment \& software whsle. | 3 | D | D | D | b | D | D | D |
| 4214301 | Computer \& peripheral equipment whsle. |  |  |  |  |  |  |  |  |
| 42143012 | equipment whsle. Computers \& peripheral equipment for end use. | 3 2 | D | D | D | b | D | D | D |
| 4216 | Electrical goods whsle .............. | 1 | D | D | D | a | D | D | D |
| 4218 | Machinery, equipment, \& supplies whsle $\qquad$ | 2 | D | D | D | a | D | D | D |
| 4219 | Miscellaneous durable goods whsle ... | 2 | D | D | D | a | D | D | D |
| 422 | Wholesale trade, nondurable goods ..... | 10 | D | D | D | c | D | D | D |
| 4221 | Paper \& paper product whsle . . . . . . . . | 1 | D | D | D | a | D | D | D |
| 4223 | Apparel, piece goods, \& notions whsle. | 5 | D | D | D | a | D | D | D |
| 4227 | Petroleum \& petroleum products whsle | 1 | D | D | D | c | D | D | D |
| 42272 | Petroleum \& petroleum prod whsle (exc bulk stations \& terminals) | 1 | D | D | D | c | D | D | D |
| 422720 | Petroleum \& petroleum prod whsle (exc bulk stations \& terminals) ... | 1 | D | D | D | c | D | D | D |
| 4228 | Beer, wine, \& distilled alcoholic beverage whsle. $\qquad$ | 1 | D | D | D | a | D | D | D |
| 4229 | Miscellaneous nondurable goods whsle $\qquad$ | 2 | D | D | D | a | D | D | D |

Table 8. Percent of Sales Data Based on Administrative Records and Estimation for the Place: 1997
 see Appendix D

| NAICS code | Geographic area and kind of business | All types of operation percent of sales- |  | Merchant wholesalers percent of sales- |  | Manufacturers' sales branches and offices percent of sales - |  | Agents, brokers, and commission merchants percent of sales- |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | From administrative records ${ }^{1}$ | Estimated ${ }^{2}$ | From administrative records ${ }^{1}$ | Estimated ${ }^{2}$ | From administrative records ${ }^{1}$ | Estimated ${ }^{2}$ | From administrative records ${ }^{1}$ | Estimated ${ }^{2}$ |
|  | WASHINGTON, DC |  |  |  |  |  |  |  |  |
| 42 | Wholesale trade ..................... | 1.7 | 1.2 | 6.2 | 2.1 | - | 1.0 | - | . 1 |
| 421 | Wholesale trade, durable goods................. | D | D | 2.9 | 3.8 | D | D | D | D |
| 4211 | Motor vehicle \& motor vehicle parts \& supplies whsle. | D | D | D | D | D | D | - | - |
| 42111 <br> 421110 <br> 4211103 | Automobile \& other motor vehicle whsle Automobile \& other motor vehicle whsle Light truck \& van ( $14,000 \mathrm{lb}$ or less) whsle . | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D <br> D <br> - | D <br> D <br> - <br> - | D | D | - | - |
| 42112 421120 4211202 | Motor vehicle supplies \& new parts whsle Motor vehicle supplies \& new parts whsle Motor vehicle supplies \& new parts jobbers $\qquad$ | D | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | D | - | - | - | - |
| $\begin{aligned} & 42114 \\ & 421140 \end{aligned}$ | Motor vehicle parts, (used) whsle $\qquad$ Motor vehicle parts, (used) whsle $\qquad$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | D | - | - | - | - |
| 4212 42121 421210 4212102 | Furniture \& home furnishings whsle <br> Furniture whsle Furniture whsle Office \& business furniture whsle | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & D \\ & D \\ & D \\ & D \\ & D \end{aligned}$ | D | D <br> D <br> D <br> D | D D D D | D D D D | D <br> - <br> - <br> - | D |
| 42122 <br> 421220 <br> 4212202 | Home furnishings whsle. $\qquad$ Home furnishings whsle. Linens, domestics, draperies, \& curtains | D | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | D | - | - | - | - |
| 4212203 | whsle <br> Floor coverings whsle. | D | D | - | - | - | - | - | - |
| $\begin{aligned} & 4213 \\ & 42131 \end{aligned}$ | Lumber \& other construction materials whsle .... Lumber, plywood, millwork, \& wood panel | D | D | D | D | - | - | - | - |
| 421310 | whsle <br> Lumber, plywood, millwork, \& wood panel whsle. | D | D | D | D | - | - | - | - |
| 42132 | Brick, stone, \& related construction materials whsle | D | D | D | D | - | - | - | - |
| 421320 | Brick, stone, \& related construction materials whsle. | D | D | D | D | _ | - | _ | - |
| $\begin{aligned} & 42139 \\ & 421390 \end{aligned}$ | Other construction materials whsle ............ . Other construction materials whsle | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | D | - | - | - | - |
| 4214 | Professional \& commercial equipment \& supplies whsle. | D | D | D | D | D | D | D | D |
| $\begin{aligned} & 42141 \\ & 421410 \end{aligned}$ | Photographic equipment \& supplies whsle..... Photographic equipment \& supplies whsle .. | D | D | D | D | - | - | - | - |
| $\begin{aligned} & 42142 \\ & 421420 \end{aligned}$ | Office equipment whsle Office equipment whsle $\qquad$ $\qquad$ | D | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | D | D | D | - | - |
| 42143 | Computer \& computer peripheral equipment \& software whsle. | D | D | D | D | D | D | D | D |
| 421430 | Computer \& computer peripheral equipment \& software whsle |  |  | D |  | D |  |  | D |
| $\begin{aligned} & 4214301 \\ & 42143012 \end{aligned}$ | Computer \& peripheral equipment whsle Computers \& peripheral equipment for end use | D | D | D | D | D | D | D | D |
| $\begin{aligned} & 42144 \\ & 421440 \end{aligned}$ | Other commercial equipment whsle $\qquad$ Other commercial equipment whsle ......... | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | D | - | - | - | - |
| 42145 | Medical, dental, \& hospital equipment \& supplies whsle | D | D | D | D | - | - | - | - |
| 421450 | Medical, dental, \& hospital equipment \& supplies whsle | D | D | D | D | - | - | - | - |
| 4215 42152 421520 | Metal \& mineral (except petroleum) whsle Coal \& other mineral \& ore whsle . Coal \& other mineral \& ore whsle . . . . . . . . . . . . | D D D | D D D | D D D | D D D | - | - | - <br> - <br> - | - |
| $\begin{aligned} & 4216 \\ & 42161 \end{aligned}$ |  | D | D | D | D | D | D | D | D |
| 421610 | const material whsle <br> Electrical apparatus \& equip, wiring supp, \& const material whsle | D | D | D | D | - | - | - | - |
| 42162 | Electrical appliance, television \& radio set whsle. | D | D | D | D | - | - | - | - |
| 421620 | Electrical appliance, television \& radio set whsle | D | D | D | D | - | - | - | - |
| $\begin{aligned} & 42169 \\ & 421690 \\ & 4216901 \end{aligned}$ | Other electronic parts \& equipment whsle Other electronic parts \& equipment whsle Communications equipment \& supplies whsle | D D D | $\begin{aligned} & \text { D } \\ & \text { D } \\ & \text { D } \end{aligned}$ | D D - | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | D | $-1$ | - |

Table 8. Percent of Sales Data Based on Administrative Records and Estimation for the Place: 1997-Con.
 see Appendix D

| NAICS code | Geographic area and kind of business | All types of operation percent of sales- |  | Merchant wholesalers percent of sales- |  | Manufacturers' sales branches and offices percent of sales - |  | Agents, brokers, and commission merchants percent of sales- |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | From administrative records ${ }^{1}$ | Estimated ${ }^{2}$ | From administrative records ${ }^{1}$ | Estimated ${ }^{2}$ | From administrative records ${ }^{1}$ | Estimated ${ }^{2}$ | From administrative records ${ }^{1}$ | Estimated ${ }^{2}$ |
|  | WASHINGTON, DC-Con. |  |  |  |  |  |  |  |  |
| 42 | Wholesale trade-Con. |  |  |  |  |  |  |  |  |
| 421 | Wholesale trade, durable goods-Con. |  |  |  |  |  |  |  |  |
| $\begin{aligned} & 4217 \\ & 42171 \\ & 421710 \end{aligned}$ | Hardware, \& plumbing \& heating equipment \& supplies whsle Hardware whsle. Hardware whsle. $\qquad$ | D D D | D D D | D D D | D | - <br> - <br> - | - | - | - |
| 42172 421720 | Plumbing \& heating equipment \& supplies (hydronics) whsle Plumbing \& heating equipment \& supplies (hydronics) whsle | D | D | D | D | - | - | - | - |
| 42173 421730 | Warm air heating \& air-conditioning equipment \& supplies whsle . $\qquad$ Warm air heating \& air-conditioning equipment \& supplies whsle | D | D | D | D | - | - | - | - |
| $\begin{aligned} & 42174 \\ & 421740 \end{aligned}$ | Refrigeration equipment \& supplies whsle . . . . . Refrigeration equipment \& supplies whsle ... | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | - | - | - | - |
| 4218 42182 421820 | Machinery, equipment, \& supplies whsle Farm \& garden machinery \& equipment whsle Farm \& garden machinery \& equipment whsle. | D | D | D | D ${ }_{\text {D }}$ | D - - | D | D - - | D |
| $\begin{aligned} & 42183 \\ & 421830 \end{aligned}$ | Industrial machinery \& equipment whsle....... Industrial machinery \& equipment whsle. . . . . | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | D | D | - | - | - | - |
| $\begin{aligned} & 42184 \\ & 421840 \\ & 4218406 \end{aligned}$ | Industrial supplies whsle $\qquad$ Industrial supplies whsle ..................... . . Other industrial supplies whsle. . . . . . . . . . . | D D D | D | D | D | D D D | D D D | - | - |
| 42185 | Service establishment equipment \& supplies whsle | D | D | D | D | - | - | - | - |
| 421850 | Service establishment equipment \& supplies whsle | D | D | D | D | - | - | - | - |
| 4218502 | Custodial, janitors' equipment \& supplies whsle | D | D | D | D | - | - | - |  |
| 4218504 | Other service establishment equipment \& supplies whsle | D | D | - | - | - | - | - | - |
| 42186 | Transportation equipment \& supplies (exc motor vehicle) whsle. | D | D | D | D | - | - | - | - |
| 421860 | Transportation equipment \& supplies (exc motor vehicle) whsle | D | D | D | D | - | - | - | - |
| $\begin{aligned} & 4219 \\ & 42191 \end{aligned}$ | Miscellaneous durable goods whsle ............. Sporting \& recreational goods \& supplies | D | D | D | D | - | - | D | D |
| 421910 | whsle Sporting \& recreational goods \& supplies whsle | D | D | D | D | - | - | - | - |
| $\begin{aligned} & 42192 \\ & 421920 \end{aligned}$ | Toy \& hobby goods \& supplies whsle . . . . . . . . . <br> Toy \& hobby goods \& supplies whsle . ...... . | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | - | - | - | - |
| $\begin{aligned} & 42193 \\ & 421930 \end{aligned}$ | Recyclable material whsle $\qquad$ <br> Recyclable material whsle $\qquad$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | - | - | - | - |
| 42194 421940 | Jewelry/watch/silverware/precious stone, \& precious metal whsle Jewelry/watch/silverware/precious stone, \& precious metal whsle | D | D | D | D | - | - | - | - |
| $\begin{aligned} & 42199 \\ & 421990 \end{aligned}$ | Other miscellaneous durable goods whsle . . . . . Other miscellaneous durable goods whsle... | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | - | - | - | - |
| 422 | Wholesale trade, nondurable goods ............ | D | D | 7.6 | 1.4 | D | D | D | D |
| 4221 <br> 42212 <br> 422120 | Paper \& paper product whsle Stationery \& office supplies whsle Stationery \& office supplies whsle . . . . . . . . . . | D D D | D | D D D | D | - | - | D | D - - |
| $\begin{aligned} & 42213 \\ & 422130 \end{aligned}$ | Industrial \& personal service paper whsle ..... Industrial \& personal service paper whsle ... | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | D | D | - | - | - | - |
| $\begin{aligned} & 4222 \\ & 42221 \\ & 422210 \end{aligned}$ | Drugs, \& druggists' sundries whsle $\qquad$ Drugs, \& druggists' sundries whsle $\qquad$ Drugs, \& druggists' sundries whsle $\qquad$ | $\begin{aligned} & \mathrm{D} \\ & \mathrm{D} \\ & \mathrm{D} \end{aligned}$ | D | D D D | D | D - - | D - - | - | - |
| $\begin{aligned} & 4223 \\ & 42231 \end{aligned}$ | Apparel, piece goods, \& notions whsle . . . . . . . . . . Piece goods, notions, \& other dry goods whsle . | D | D | D | D | - | D | D | D |
| 422310 4223101 | Piece goods, notions, \& other dry goods whsle Piece goods-jobbers .......................... | D | D | D | D | - | - | - | - |

See footnotes at end of table.

Table 8. Percent of Sales Data Based on Administrative Records and Estimation for the Place: 1997-Con.
[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by *, see Appendix D


Includes sales information obtained from administrative records of other Federal agencies.
2Includes sales information which was imputed
${ }^{2}$ Includes sales information which was imputed based on historic company ratios or administrative records, or on industry averages.

## Appendix A. <br> Explanation of Terms

## ANNUAL PAYROLL (\$1,000)

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

## BEGINNING-OF-YEAR INVENTORIES $\mathbf{( \$ 1 , 0 0 0 )}$

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

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

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

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

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

## NUMBER OF EMPLOYEES

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

## NUMBER OF ESTABLISHMENTS

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

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

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

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

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

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

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

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

## SALES (\$1,000)

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

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

Sales are net after deductions for refunds and allowances for merchandise returned by customers. Trade-in
allowances are not deducted from total sales. Total sales do not include carrying or other credit charges; sales (or other) taxes collected from customers and forwarded to taxing authorities; and nonoperating income from such sources as investments, rental or sale of real estate, etc.

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

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

## Appendix B. NAICS Codes, Titles, and Descriptions

## 42 WHOLESALE TRADE

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

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

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

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

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

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

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

## 421 Wholesale trade, durable goods

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

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

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

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

## 42111 Automobile and Other Motor Vehicle Wholesalers

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

## 421110 Automobile and Other Motor Vehicle Wholesalers

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

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

5012 Automobiles and other motor vehicles

## 4211101 Automobile and Motorcycle Wholesalers

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

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

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

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

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

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

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

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

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

## 42112 Motor Vehicle Supplies and New Parts Wholesalers

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

## 421120 Motor Vehicle Supplies and New Parts Wholesalers

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

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

5013 (pt) Motor vehicle supplies and new parts

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

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

## 4211202 Motor Vehicle Supplies and New Parts-Jobbers

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

## 4211203 Petroleum Products Marketing Equipment Wholesalers

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

## 42113 Tire and Tube Wholesalers

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

## 421130 Tire and Tube Wholesalers

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

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

5014 (pt) Tires and tubes

## 42114 Motor Vehicle Parts (Used) Wholesalers

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

## 421140 Motor Vehicle Parts (Used) Wholesalers

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

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

5015 Motor vehicle parts, used

## 4212 Furniture and Home Furnishing Wholesalers

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

## 42121 Furniture Wholesalers

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

## 421210 Furniture Wholesalers

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

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

5021 (pt) Furniture

## 4212101 Household and Lawn Furniture Wholesalers

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

## 4212102 Office and Business Furniture Wholesalers

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

## 42122 Home Furnishings Wholesalers

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

## 421220 Home Furnishing Wholesalers

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

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

5023 (pt) Home furnishings

## 4212201 Household China, Glassware, and Crockery Wholesalers

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

## 4212202 Linen, Domestics, Drapery, and Curtain Wholesalers

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

## 4212203 Floor Coverings Wholesalers

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

## 4212204 Other Home Furnishings Wholesalers

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

## 4213 Lumber and Other Construction Materials Wholesalers

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

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

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

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

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

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

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

## 4213101 Lumber Wholesalers (Without Yard)

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

## 4213102 Lumber Wholesalers (With Yard)

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

## 42131021 Lumber Wholesalers (With Yard)

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

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

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

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

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

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

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

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

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

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

> 5032 (pt) Brick, stone and related construction materials

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

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

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

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

## 4213202 Sand, Gravel, and Stone Wholesalers

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

## 42132021 Sand, Gravel, and Stone Wholesalers

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

## 4213203 Cement, Lime, and Related Products Wholesalers

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

## 42132031 Cement, Lime, and Related Products Wholesalers

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

## 42133 Roofing, Siding, and Insulation Material Wholesalers

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

## 421330 Roofing, Siding, and Insulation Material Wholesalers

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

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

5033 (pt) Roofing, siding, and insulation materials

## 4213301 Roofing, Siding, and Insulation Materials Wholesalers

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

## 42133011 Roofing, Siding, and Insulation Materials Wholesalers

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

## 42139 Other Construction Material Wholesalers

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

## 421390 Other Construction Material Wholesalers

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

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

5039 (pt) Other construction materials

## 4213901 Flat Glass and Other Construction Glass Wholesalers

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

## 42139011 Flat Glass and Other Construction Glass Wholesalers

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

## 4213902 Other Construction Materials Wholesalers

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

## 42139021 Other Construction Materials Wholesalers

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

## 4214 Professional and Commercial Equipment and Supplies Wholesalers

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

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

## 42141 Photographic Equipment and Supplies Wholesalers

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

## 421410 Photographic Equipment and Supplies Wholesalers

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

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

5043 Photographic equipment and supplies

## 42142 Office Equipment Wholesalers

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

## 421420 Office Equipment Wholesalers

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

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

5044 Office equipment

## 42143 Computer and Computer Peripheral Equipment and Software Wholesalers

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

## 421430 Computer and Computer Peripheral Equipment and Software Wholesalers

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

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

## 5045 (pt) Computers and computer peripheral equipment and software

## 4214301 Computers and Peripheral Equipment Wholesalers

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

## 42143011 Computers and Peripheral Equipment, Sold for Resale

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

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

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

## 4214302 Computer Software (Packaged) Wholesalers

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

## 42144 Other Commercial Equipment Wholesalers

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

## 421440 Other Commercial Equipment Wholesalers

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

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

5046 Other commercial equipment

## 4214401 Restaurant and Hotel Equipment and Supplies Wholesalers

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

## 4214402 Store Machines and Equipment Wholesalers

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

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

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

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

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

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

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

## 4214501 Surgical, Medical, and Hospital Supplies Wholesalers

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

## 4214502 Dental Equipment and Supplies Wholesalers

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

## 42146 Ophthalmic Goods Wholesalers

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

## 421460 Ophthalmic Goods Wholesalers

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

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

5048 Ophthalmic goods

## 42149 Other Professional Equipment and Supplies Wholesalers

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

## 421490 Other Professional Equipment and Supplies Wholesalers

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

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

5049 (pt) Other professional equipment and supplies

## 4214901 Religious and School Supplies Wholesalers

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

## 4214902 Other Professional Equipment and Supplies Wholesalers

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

## 4215 Metal and Mineral (Except Petroleum) Wholesalers

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

## 42151 Metal Service Centers and Offices

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

## 421510 Metal Service Centers and Offices

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

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

5051 Metals service centers and offices

## 4215101 Ferrous Metals Service Centers and Sales Offices

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

## 42151011 Ferrous Metals Service Centers

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

## 42151012 Ferrous Metals Sales Offices

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

## 4215102 Nonferrous Metals Service Centers and Sales Offices

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

## 42151021 Nonferrous Metals Service Centers

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

## 42151022 Nonferrous Metals Sales Offices

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

## 42152 Coal and Other Mineral and Ore Wholesalers

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

## 421520 Coal and Other Mineral and Ore Wholesalers

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

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

5052 Coal and other minerals and ores

## 4215201 Coal Wholesalers

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

## 4215202 Other Minerals and Ores Wholesalers

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

## 4216 Electrical Goods Wholesalers

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

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

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

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

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

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

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

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

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

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

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

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

5064 Electrical appliances, television, and radio sets

## 42169 Other Electronic Parts and Equipment Wholesalers

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

## 421690 Other Electronic Parts and Equipment Wholesalers

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

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

5065 Other electronic parts and equipment

## 4216901 Communications Equipment and Supplies Wholesalers

Establishments primarily engaged in the wholesale distribution of communications equipment.

## 4216902 Electronic Parts (Excluding Communications Equipment) Wholesalers

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

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

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

## 42171 Hardware Wholesalers

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

## 421710 Hardware Wholesalers

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

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

5072 Hardware

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

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

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

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

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

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

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

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

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

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

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

5075 Warm air heating and air-conditioning equipment and supplies

## 42174 Refrigeration Equipment and Supplies Wholesalers

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

## 421740 Refrigeration Equipment and Supplies Wholesalers

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

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

5078 Refrigeration equipment and supplies

## 4218 Machinery, Equipment, and Supplies Wholesalers

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

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

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

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

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

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

5082 Construction and mining (except petroleum) machinery and equipment

## 42182 Farm and Garden Machinery and Equipment Wholesalers

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

## 421820 Farm and Garden Machinery and Equipment Wholesalers

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

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

5083 (pt) Farm and garden machinery and equipment

## 4218201 Farm Machinery and Equipment-Farm Dealers

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

## 4218202 Farm Machinery and Equipment-Wholesale Distributors

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

## 4218203 Lawn and Garden Machinery and Equipment Wholesalers

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

## 42183 Industrial Machinery and Equipment wholesalers

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

## 421830 Industrial Machinery and Equipment Wholesalers

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

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

5084 Industrial machinery and equipment
5085 (pt) Industrial supplies

## 4218301 Food Processing Machinery and Equipment Wholesalers

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

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

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

## 42183021 Hydraulic and Pneumatic Pumps and Motors Wholesalers

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

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

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

## 4218303 Other General Purpose Industrial Machinery and Equipment Wholesalers

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

## 4218304 Metalworking Machinery and Equipment Wholesalers

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

## 4218305 Materials Handling Equipment Wholesalers

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

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

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

## 4218307 Other Industrial Machinery and Equipment Wholesalers

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

## 42184 Industrial Supplies Wholesalers

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

## 421840 Industrial Supplies Wholesalers

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

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

5085 (pt) Industrial supplies

## 4218401 General Line Industrial Supplies Wholesaler

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

## 4218402 Mechanical Power Transmission Supplies Wholesalers

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

## 4218403 Welding Supplies Wholesalers

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

## 4218404 Industrial Containers and Supplies Wholesalers

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

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

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

## 4218406 Other Industrial Supplies Wholesalers

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

## 42185 Service Establishment Equipment and Supplies Wholesalers

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

## 421850 Service Establishment Equipment and Supplies Wholesalers

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

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

## 5087 (pt) Service establishment equipment and supplies

## 4218501 Beauty and Barber Shop Equipment and Supplies Wholesalers

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

## 4218502 Custodial and Janitors' Equipment and Supplies Wholesalers

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

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

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

## 4218504 Other Service Establishment Equipment and Supplies Wholesalers

Establishments primarily engaged in the wholesale distribution of municipality equipment and supplies (water systems, fire department supplies, and parking equipment), shoe service equipment and supplies, tailors'
and furriers' supplies, upholsterers' supplies, undertakers' supplies, and other service establishment equipment and supplies not included elsewhere.

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

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

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

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

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

5088 Transportation equipment and supplies, except motor vehicles

## 4218601 Aircraft and Aeronautical Equipment and Supplies Wholesalers

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

## 4218602 Marine Machinery, Equipment, and Supplies Wholesalers

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

## 4218603 Other Transportation Equipment and Supplies Wholesalers

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

## 4219 Miscellaneous Durable Goods Wholesalers

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

## 42191 Sporting and Recreational Goods and Supplies wholesalers

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

## 421910 Sporting and Recreational Goods and Supplies Wholesalers

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

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

5091 Sporting and recreational goods and supplies

## 42192 Toy and Hobby Goods and Supplies Wholesalers

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

## 421920 Toy and Hobby Goods and Supplies Wholesalers

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

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

5092 Toys and hobby goods and supplies

## 42193 Recyclable Material Wholesalers

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

## 421930 Recyclable Material Wholesalers

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

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

5093 Recyclable materials

## 4219301 Iron and Steel Scrap Processors and Dealers

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

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

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

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

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

## 4219302 Recyclable Paper and Paperboard Wholesalers

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

## 4219303 Other Recyclable Materials Wholesalers

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

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

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

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

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

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

5094 Jewelry, watches, precious stones, and precious metals

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

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

## 4219402 Precious Metals (Excluding Ores) Wholesalers

Establishments primarily engaged in the wholesale distribution of precious metals.

## 42199 Other Miscellaneous Durable Goods Wholesalers

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

## 421990 Other Miscellaneous Durable Goods Wholesalers

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

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

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

## 4219901 Musical Instruments and Supplies Wholesalers

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

## 4219902 Forest Products (Except Lumber) Wholesalers

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

## 4219903 General Merchandise (Durable Goods) Wholesalers

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

## 4219904 Prerecorded Media Wholesalers

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

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

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

## 42199042 Prerecorded Video Tape Wholesalers

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

## 4219905 Fire Extinguishers and Fire Safety Equipment Wholesalers

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

## 4219906 Other Durable Goods Wholesalers

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

## 422 Wholesale trade, nondurable goods

Industries in the Wholesale Trade, Nondurable Goods subsector sell or arrange the purchase or sale of nondurable goods to other businesses. Nondurable goods are items generally with a normal life expectancy of less than three years. Nondurable goods wholesale trade establishments are engaged in wholesaling products, such as paper and paper products, chemicals and chemical products, drugs, textiles and textile products, apparel, footwear, groceries, farm products, petroleum and petroleum products, alcoholic beverages, books, magazines, newspapers, flowers and nursery stock, and tobacco products.

## 4221 Paper and Paper Product Wholesalers

This NAICS Industry Group includes establishments classified in the following NAICS Industries: 42211, Paper and paper product wholesalers; 42212, Stationery and office supplies wholesalers; and 42213 Industrial and personal service paper wholesalers.

## 42211 Printing and Writing Paper Wholesalers

This industry comprises establishments primarily engaged in wholesaling bulk printing and/or writing paper generally on rolls for further processing.

## 422110 Printing and Writing Paper Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling bulk printing and/or writing paper generally on rolls for further processing.

The data published with NAICS code 422110 include the following SIC industry:

5111 Printing and writing paper

## 42212 Stationery and Office Supplies Wholesalers

This industry comprises establishments primarily engaged in wholesaling stationery, office supplies and/or gift wrap.

## 422120 Stationery and Office Supplies Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling stationery, office supplies and/or gift wrap.

The data published with NAICS code 422120 include the following SIC industry:

5112 (pt) Stationery and office supplies

## 42213 Industrial and Personal Service Paper Wholesalers

This industry comprises establishments primarily engaged in wholesaling wrapping and other coarse paper, paperboard, converted paper (except stationery and office supplies), and/or related disposable plastics products.

## 422130 Industrial and Personal Service Paper Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling wrapping and other coarse paper, paperboard, converted paper (except stationery and office supplies), and/or related disposable plastics products.

The data published with NAICS code 422130 include the following SIC industry:

5113 Industrial and personal service paper

## 4222 Drugs and Druggists' Sundries Wholesalers

This industry comprises establishments primarily engaged in wholesaling biological and medical products; botanical drugs and herbs; and pharmaceutical products intended for internal and external consumption in such forms as ampoules, tablets, capsules, vials, ointments, powders, solutions, and suspensions.

## 42221 Drugs and Druggists' Sundries Wholesalers

This industry comprises establishments primarily engaged in wholesaling biological and medical products; botanical drugs and herbs; and pharmaceutical products intended for internal and external consumption in such forms as ampoules, tablets, capsules, vials, ointments, powders, solutions, and suspensions.

## 422210 Drugs and Druggists' Sundries Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling biological and medical products; botanical drugs and herbs; and pharmaceutical products intended for internal and external consumption in such forms as ampoules, tablets, capsules, vials, ointments, powders, solutions, and suspensions.

The data published with NAICS code 422210 include the following SIC industry:

5122 Drugs, drug proprietaries, and druggists' sundries

## 4222101 General Line Drugs Wholesalers

Establishments primarily engaged in the wholesale distribution of a combination or general line of drugs, drug proprietaries, and druggists' sundries.

## 4222102 Specialty Line Drugs, Pharmaceuticals, Cosmetics, and Toiletries Wholesalers

Establishments primarily engaged in the wholesale distribution of specialty-line drugs, pharmaceuticals, cosmetics, and toiletries.

## 4223 Apparel, Piece Goods, and Notions Wholesalers

This NAICS Industry Group includes establishments classified in the following NAICS Industries: 42231, Piece goods, notions, and other dry goods wholesalers; 42232, Men's and boys' clothing and furnishings wholesalers; 42233, Women's, children's and infants' clothing and accessories wholesalers; 42234, Footwear wholesalers.

## 42231 Piece Goods, Notions, and Other Dry Goods Wholesalers

This industry comprises establishments primarily engaged in wholesaling piece goods, fabrics, yarns, thread and other notions, and/or hair accessories.

## 422310 Piece Goods, Notions, and Other Dry Goods Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling piece goods, fabrics, yarns, thread and other notions, and/or hair accessories.

The data published with NAICS code 422310 include the following SIC industry:

5131 (pt) Piece goods, notions, and other dry goods

## 4223101 Piece Goods (Woven and Knit Fabrics) Jobbers

Establishments primarily engaged in the wholesale distribution of woven and knit fabrics.

## 4223102 Notions and Other Dry Goods Wholesalers

Establishments primarily engaged in the wholesale distribution of notions (i.e., sewing accessories, etc.), and other dry goods, except piece goods.

## 42232 Men's and Boys' Clothing and Furnishings Wholesalers

This industry comprises establishments primarily engaged in wholesaling men's and/or boys' clothing and furnishings.

## 422320 Men's and Boys' Clothing and Furnishings Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling men's and/or boys' clothing and furnishings.

The data published with NAICS code 422320 include the following SIC industry:

5136 Men's and boys' clothing and furnishings

## 42233 Women's, Children's, and Infants' Clothing and Accessories Wholesalers

This industry comprises establishments primarily engaged in wholesaling (1) women's, children's, infants', and/or unisex clothing and accessories and/or (2) fur clothing.

## 422330 Women's, Children's, and Infants' Clothing and Accessories Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling (1) women's, children's, infants', and/or unisex clothing and accessories and/or (2) fur clothing.

The data published with NAICS code 422330 include the following SIC industry:

> 5137 Women's and children's and infants' clothing and accessories

## 42234 Footwear Wholesalers

This industry comprises establishments primarily engaged in wholesaling footwear (including athletic) of leather, rubber, and other materials.

## 422340 Footwear Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling footwear (including athletic) of leather, rubber, and other materials.

The data published with NAICS code 422340 include the following SIC industry:

5139 Footwear

## 4224 Grocery and Related Product Wholesalers

This NAICS Industry Group includes establishments classified in the following NAICS Industries: 42241, General line grocery wholesalers; 42242, Packaged frozen food wholesalers; 42243, Dairy product (except dried or canned) wholesalers; 42244, Poultry and poultry product wholesalers; 42245, Confectionery wholesalers; 42246, Fish and seafood wholesalers; 42247, Meat and meat product wholesalers; 42248, Fresh fruit and vegetable wholesalers; 42249, Other grocery and related products wholesalers.

## 42241 General Line Grocery Wholesalers

This industry comprises establishments primarily engaged in wholesaling a general line (wide range) of groceries.

## 422410 General Line Grocery Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling a general line (wide range) of groceries.

The data published with NAICS code 422410 include the following SIC industry:

5141 Groceries, general line

## 4224101 General Line, Grocery Wholesalers, Voluntary Group

Establishments primarily engaged in the wholesale distribution of a general line of groceries and sponsoring (or affiliated with sponsors of) voluntary organization of food retailers which distributes a general line of groceries to these voluntary groups. These also include any voluntary group grocery wholesalers commonly engaged in joint advertising or other sales promotions under a group name or identification. Wholesale establishments sponsoring such voluntary groups are included here regardless of the portion of their sales made to the retail organization's members.

## 4224102 General Line, Grocery Wholesalers, Retail Cooperative

Establishments primarily engaged in the wholesale distribution of a general line of groceries and owned and operated cooperatively by groups of independent food retailers buying collectively which are primarily engaged
in wholesale selling and distributing a general line of groceries. These establishments function primarily as a wholesale cooperative company selling chiefly to member retailers, but sometimes do a regular wholesale business.

## 4224103 Other General Line Grocery Wholesalers

Establishments primarily engaged in the wholesale distribution of a general line of groceries, including cash-and carry food establishments, not sponsoring or affiliated with any voluntary or cooperative groups. Also included are agents and brokers with a general line of groceries.

## 42242 Packaged Frozen Food Wholesalers

This industry comprises establishments primarily engaged in wholesaling packaged frozen foods (except dairy products).

## 422420 Packaged Frozen Food Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling packaged frozen foods (except dairy products).

The data published with NAICS code 422420 include the following SIC industry:

5142 Packaged frozen foods

## 42243 Dairy Product (Except Dried or Canned) Wholesalers

This industry comprises establishments primarily engaged in wholesaling dairy products (except dried or canned).

## 422430 Dairy Product (Except Dried or Canned) Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling dairy products (except dried or canned).

The data published with NAICS code 422430 include the following SIC industry:

5143 Dairy products, except dried or canned

## 4224301 Raw Milk Wholesalers

Establishments primarily engaged in the wholesale distribution of raw, dried, or canned milk.

## 4224302 Dairy Products, (Except Raw Milk) Wholesalers

Establishments primarily engaged in the wholesale distribution of processed dairy products, except raw, dried, or canned.

## 42244 Poultry and Poultry Product Wholesalers

This industry comprises establishments primarily engaged in wholesaling poultry and/or poultry products (except canned and packaged frozen).

## 422440 Poultry and Poultry Product Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling poultry and/or poultry products (except canned and packaged frozen).

The data published with NAICS code 422440 include the following SIC industry:

5144 Poultry and poultry products

## 4224401 Live Poultry Wholesalers

Establishments primarily engaged in the wholesale distribution of live poultry.

## 4224402 Poultry and Poultry Products (Except Live) Wholesalers

Establishments primarily engaged in the wholesale distribution of poultry and poultry products (except canned and packaged frozen products and live poultry).

## 42245 Confectionery Wholesalers

This industry comprises establishments primarily engaged in wholesaling confectioneries; salted or roasted nuts; popcorn; potato, corn, and similar chips; and/or fountain fruits and syrups.

## 422450 Confectionery Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling confectioneries; salted or roasted nuts; popcorn; potato, corn, and similar chips; and/or fountain fruits and syrups.

The data published with NAICS code 422450 include the following SIC industry:

## 5145 Confectionery

## 42246 Fish and Seafood Wholesalers

This industry comprises establishments primarily engaged in wholesaling fish and seafood (except canned or packaged frozen).

## 422460 Fish and Seafood Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling fish and seafood (except canned or packaged frozen).

The data published with NAICS code 422460 include the following SIC industry:

5146 Fish and seafoods

## 42247 Meat and Meat Product Wholesalers

This industry comprises establishments primarily engaged in wholesaling meats and meat products (except canned and packaged frozen) and/or lard.

## 422470 Meat and Meat Product Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling meats and meat products (except canned and packaged frozen) and/or lard.

The data published with NAICS code 422470 include the following SIC industry:

5147 (pt) Meats and meat products

## 42248 Fresh Fruit and Vegetable Wholesalers

This industry comprises establishments primarily engaged in wholesaling fresh fruits and vegetables.

## 422480 Fresh Fruit and Vegetable Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling fresh fruits and vegetables.

The data published with NAICS code 422480 include the following SIC industry:

5148 Fresh fruits and vegetables

## 42249 Other Grocery and Related Products Wholesalers

This industry comprises establishments primarily engaged in wholesaling groceries and related products (except a general line of groceries; packaged frozen food; dairy products (except dried and canned); poultry products (except canned); confectioneries; fish and seafood (except canned); meat products (except canned); and fresh fruits and vegetables). Included in this industry are establishments primarily engaged in bottling and wholesaling spring and mineral waters processed by others.

## 422490 Other Grocery and Related Products Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling groceries and related products (except a general line of groceries; packaged frozen food; dairy products (except dried and canned); poultry products (except canned); confectioneries; fish and seafood (except canned); meat products (except canned); and fresh fruits and vegetables). Included in this industry are establishments primarily engaged in bottling and wholesaling spring and mineral waters processed by others.

The data published with NAICS code 422490 include the following SIC industry:

5149 Other groceries and related products

## 4224901 Coffee, Tea, and Spices Wholesalers

Establishments primarily engaged in the wholesale distribution of coffee, soluble coffee, tea (bagged, packaged, loose, or powdered) and spices.

## 4224902 Bread and Baked Goods Wholesalers

Establishments primarily engaged in the wholesale distribution of bread, cakes, biscuits, doughnuts, pastries, crackers, pretzels, and other bakery products (except frozen).

## 4224903 Soft Drinks and Bottled Water Wholesalers

Establishments primarily engaged in the wholesale distribution of soft drinks and unprocessed bottled water.

## 4224904 Canned Goods Wholesalers

Establishments primarily engaged in the wholesale distribution of canned or bottled fruits, vegetables, juice, baby food, meat, poultry, fish, seafood, and dairy products (condensed or evaporated).

## 4224905 Food and Beverage Basic Material Wholesalers

Establishments primarily engaged in the wholesale distribution of basic food and beverage materials.

## 4224906 Other Grocery Specialties Wholesalers

Establishments primarily engaged in the wholesale distribution of grocery specialties, such as flour, refined sugar, breakfast cereals, butter substitutes (e.g., margarine), cooking oils, dried fruits, dried beans (packaged), honey, jams and jellies, pickles, preserves and sauces, polished rice, sandwiches, vegetable shortening, and other grocery specialties not included elsewhere.

## 4225 Farm Product Raw Material Wholesalers

This industry group comprises establishments primarily engaged in wholesaling agricultural products (except raw milk, live poultry, and fresh fruit and vegetables), such as grains, field beans, livestock, and other farm product raw materials (excluding seeds).

## 42251 Grain and Field Bean Wholesalers

This industry comprises establishments primarily engaged in wholesaling grains, such as corn, wheat, oats, barley, and unpolished rice; dry beans; and soybeans and
other inedible beans. Included in this industry are establishments primarily engaged in operating country or terminal grain elevators primarily for the purpose of wholesaling.

## 422510 Grain and Field Bean Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling grains, such as corn, wheat, oats, barley, and unpolished rice; dry beans; and soybeans and other inedible beans. Included in this industry are establishments primarily engaged in operating country or terminal grain elevators primarily for the purpose of wholesaling.

The data published with NAICS code 422510 include the following SIC industry:

5153 Grain and field beans

## 42252 Livestock Wholesalers

This industry comprises establishments primarily engaged in wholesaling livestock (except horses and mules).

## 422520 Livestock Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling livestock (except horses and mules).

The data published with NAICS code 422520 include the following SIC industry:

5154 Livestock

## 42259 Other Farm Product Raw Material Wholesalers

This industry comprises establishments primarily engaged in wholesaling farm products (except grain and field beans, livestock, raw milk, live poultry, and fresh fruits and vegetables).

## 422590 Other Farm Product Raw Material Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling farm products (except grain and field beans, livestock, raw milk, live poultry, and fresh fruits and vegetables).

The data published with NAICS code 422590 include the following SIC industry:

5159 Other farm-product raw materials

## 4225901 Hides, Skins, and Pelts Wholesalers

Establishments primarily engaged in the wholesale distribution of untanned hides and skins, such as cattle hides, sheep skins, and goat skins; raw furs; and pelts of fur-bearing animals.

## 4225902 Leaf Tobacco Wholesalers

Establishments primarily engaged in the wholesale distribution of leaf tobacco.

## 4225903 Wool, Wool Tops, and Mohair Wholesalers

Establishments primarily engaged in the wholesale distribution of mohair (raw), raw wool, wool noils, wool tops, and wool clippings.

## 4225904 Cotton Wholesalers

Establishments primarily engaged in buying and/or marketing cotton.

## 4225905 Other Farm Product Raw Materials Wholesalers

Establishments primarily engaged in buying and/or marketing other farm products.

## 4226 Chemical and Allied Products Wholesalers

This industry group comprises establishments primarily engaged in wholesaling chemicals; plastics materials and basic forms and shapes; and allied products.

## 42261 Plastics Materials and Basic Forms and Shapes Wholesalers

This industry comprises establishments primarily engaged in wholesaling plastics materials and resins, and unsupported plastics film, sheet, sheeting, rod, tube, and other basic forms and shapes.

## 422610 Plastics Materials and Basic Forms and Shapes Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling plastics materials and resins, and unsupported plastics film, sheet, sheeting, rod, tube, and other basic forms and shapes.

The data published with NAICS code 422610 include the following SIC industry:

5162 Plastics materials and basic forms and shapes

## 42269 Other Chemical and Allied Products Wholesalers

This industry comprises establishments primarily engaged in wholesaling chemicals and allied products (except agricultural and medicinal chemicals, paints and varnishes, fireworks, and plastics materials and basic forms and shapes).

## 422690 Other Chemical and Allied Products Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling chemicals and allied products (except agricultural and medicinal chemicals, paints and varnishes, fireworks, and plastics materials and basic forms and shapes).

The data published with NAICS code 422690 include the following SIC industry:

5169 Other chemicals and allied products

## 4226901 Industrial Gases, (Except LP) Wholesalers

Establishments primarily engaged in the wholesale distribution of industrial gases (compressed and liquefied) regardless of use, such as oxygen and acetylene.

## 4226902 Other Chemicals and Allied Products Wholesalers

Establishments primarily engaged in the wholesale distribution of chemicals and allied products (except industrial gases), such as acids, industrial and heavy chemicals (except gases), dyestuffs, industrial salts, naval stores, rosin, and turpentine.

## 4227 Petroleum and Petroleum Products Wholesalers

This NAICS Industry Group includes establishments classified in the following NAICS Industries: 42271, Petroleum bulk stations and terminals; and 42272, Petroleum and petroleum products wholesalers (except bulk stations and terminals).

## 42271 Petroleum Bulk Stations and Terminals

This industry comprises establishments with bulk liquid storage facilities primarily engaged in wholesaling crude petroleum and petroleum products, including liquefied petroleum gas.

## 422710 Petroleum Bulk Stations and Terminals

This U.S. industry comprises establishments with bulk liquid storage facilities primarily engaged in wholesaling crude petroleum and petroleum products, including liquefied petroleum gas.

The data published with NAICS code 422710 include the following SIC industry:

5171 (pt) Petroleum bulk stations and terminals

## 4227101 Petroleum Bulk Stations and Terminals (Except LP)

Establishments primarily engaged in the wholesale distribution of liquid petroleum products (except liquified petroleum gases) from bulk liquid storage stations or terminals.

## 42271011 Petroleum Bulk Stations (Except LP)

Establishments primarily engaged in the wholesale distribution of liquid petroleum products (except liquefied petroleum gases) from bulk liquid storage stations for resale. Bulk storage stations have bulk storage capacity of 10,000 to 100,000 gallons, or 100,000 to $2,100,000$ gallons and do not receive their supplies primarily from tanker, barge, or pipeline.

## 42271012 Petroleum Bulk Terminals (Except LP)

Establishments primarily engaged in the wholesale distribution of liquid petroleum products (except liquefied petroleum gases) from bulk liquid storage terminals. Bulk storage terminals have bulk storage capacity of 2,100,000 gallons or more, or have bulk storage capacity of 100,000 gallons or more and receive products primarily by tanker, barge, or pipeline.

## 4227102 Liquefied Petroleum Bulk Stations and Terminals

Establishments primarily engaged in the wholesale distribution of liquefied petroleum gases from bulk storage stations or terminals for resale. Bulk storage stations or terminals have bulk storage capacity of 10,000 gallons or more.

## 42272 Petroleum and Petroleum Products Wholesalers (Except Bulk Stations and Terminals)

This industry comprises establishments primarily engaged in wholesaling petroleum and petroleum products (except from bulk liquid storage facilities).

## 422720 Petroleum and Petroleum Products Wholesalers (Except Bulk Stations and Terminals)

This U.S. industry comprises establishments primarily engaged in wholesaling petroleum and petroleum products (except from bulk liquid storage facilities).

The data published with NAICS code 422720 include the following SIC industry:

5172 Petroleum and petroleum products, except bulk stations and terminals

## 4228 Beer, Wine, and Distilled Alcoholic Beverage Wholesalers

This NAICS Industry Group includes establishments classifed in the following NAICS Industries: 42281, Beer and ale wholesalers; 42282, Wine and distilled alcoholic beverage wholesalers.

## 42281 Beer and Ale Wholesalers

This industry comprises establishments primarily engaged in wholesaling beer, ale, porter, and other fermented malt beverages.

## 422810 Beer and Ale Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling beer, ale, porter, and other fermented malt beverages.

The data published with NAICS code 422810 include the following SIC industry:

5181 Beer and ale

## 42282 Wine and Distilled Alcoholic Beverage Wholesalers

This industry comprises establishments primarily engaged in wholesaling wine, distilled alcoholic beverages, and/or neutral spirits and ethyl alcohol used in blended wines and distilled liquors.

## 422820 Wine and Distilled Alcoholic Beverage Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling wine, distilled alcoholic beverages, and/or neutral spirits and ethyl alcohol used in blended wines and distilled liquors.

The data published with NAICS code 422820 include the following SIC industry:

5182 Wine and distilled alcoholic beverages

## 4228201 Wines and Distilled Alcoholic Beverages (Licensed Operation) Wholesalers

Establishments primarily engaged in the wholesale distribution of wines and distilled spirits under government license.

## 4228202 Wines and Distilled Alcoholic Beverages (State-Operated) Wholesalers

Establishments primarily engaged as state-owned and operated wholesale distributors of wines and spirits.

## 4229 Miscellaneous Nondurable Goods Wholesalers

This industry group comprises establishments primarily engaged in wholesaling nondurable goods, such as farm supplies; books, periodicals and newspapers; flowers; nursery stock; paints; varnishes; tobacco and tobacco products; and other miscellaneous nondurable goods, such as cut Christmas trees and pet supplies.

## 42291 Farm Supplies Wholesalers

This industry comprises establishments primarily engaged in wholesaling farm supplies, such as animal feeds, fertilizers, agricultural chemicals, pesticides, plant seeds, and plant bulbs.

## 422910 Farm Supplies Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling farm supplies, such as animal feeds, fertilizers, agricultural chemicals, pesticides, plant seeds, and plant bulbs.

The data published with NAICS code 422910 include the following SIC industry:

5191 (pt) Farm supplies

## 4229101 Farm Supplies-Farm Dealers

Establishments primarily engaged in the wholesale distribution of farm supplies primarily sold directly to farmers for farm use.

## 4229102 Farm Supplies-Wholesale Distributors

Establishments primarily engaged in the wholesale distribution of farm supplies primarily sold directly to governments, institutions, farm dealers, export sales, and other nonfarm accounts.

## 42292 Book, Periodical, and Newspaper Wholesalers

This industry comprises establishments primarily engaged in wholesaling books, periodicals, and newspapers.

## 422920 Book, Periodical, and Newspaper Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling books, periodicals, and newspapers.

The data published with NAICS code 422920 include the following SIC industry:

## 5192 Books, periodicals, and newspapers

## 42293 Flower, Nursery Stock, and Florists' Supplies Wholesalers

This industry comprises establishments primarily engaged in wholesaling flowers, florists' supplies, and/or nursery stock (except seeds and plant bulbs).

## 422930 Flower, Nursery Stock, and Florists' Supplies Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling flowers, florists' supplies, and/or nursery stock (except seeds and plant bulbs).

The data published with NAICS code 422930 include the following SIC industry:

5193 (pt) Flowers, nursery stock, and florists' supplies

## 42294 Tobacco and Tobacco Product Wholesalers

This industry comprises establishments primarily engaged in wholesaling tobacco products, such as cigarettes, snuff, cigars, and pipe tobacco.

## 422940 Tobacco and Tobacco Product Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling tobacco products, such as cigarettes, snuff, cigars, and pipe tobacco.

The data published with NAICS code 422940 include the following SIC industry:

## 5194 Tobacco and tobacco products

## 42295 Paint, Varnish, and Supplies Wholesalers

This industry comprises establishments primarily engaged in wholesaling paints, varnishes, and similar coatings; pigments; wallpaper; and supplies, such as paint brushes and rollers.

## 422950 Paint, Varnish, and Supplies Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling paints, varnishes, and similar coatings; pigments; wallpaper; and supplies, such as paint brushes and rollers.

The data published with NAICS code 422950 include the following SIC industry:

5198 (pt) Paints, varnishes, and supplies

## 4229501 Paints, Varnishes, and Supplies (Wholesalers)

Establishments primarily engaged in wholesaling paints, varnishes, and similar coatings; pigments; wallpaper; and supplies, such as paint brushes and rollers.

## 42295011 Paints, Varnishes, and Supplies (Wholesalers)

Establishments primarily engaged in wholesaling paints, varnishes, and similar coatings; pigments; wallpaper; and supplies, such as paint brushes and rollers.

## 42299 Other Miscellaneous Nondurable Goods Wholesalers

This industry comprises establishments primarily engaged in wholesaling nondurable goods (except printing and writing paper; stationery and office supplies; industrial and personal service paper; drugs and druggists' sundries; apparel, piece goods, and notions; grocery and related products; farm product raw materials; chemical and allied products; petroleum and petroleum products; beer, wine, and distilled alcoholic beverages; farm supplies; books, periodicals and newspapers; flower, nursery stock and florists' supplies; tobacco and tobacco products; and paint, varnishes, wallpaper, and supplies).

## 422990 Other Miscellaneous Nondurable Goods Wholesalers

This U.S. industry comprises establishments primarily engaged in wholesaling nondurable goods (except printing and writing paper; stationery and office supplies; industrial and personal service paper; drugs and druggists' sundries; apparel, piece goods, and notions; grocery and related products; farm product raw materials; chemical and allied products; petroleum and petroleum products; beer, wine, and distilled alcoholic beverages; farm supplies; books, periodicals and newspapers; flower, nursery stock and florists' supplies; tobacco and tobacco products; and paint, varnishes, wallpaper, and supplies).

The data published with NAICS code 422990 include the following SIC industry:

5199 (pt) Other miscellaneous nondurable goods

## 4229901 Art Goods Wholesalers

Establishments primarily engaged in the wholesale distribution of art goods such as artists' supplies, curios, and souvenirs.

## 4229902 General Merchandise (Nondurable Goods) Wholesalers

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

## 4229903 Textile Bags, Bagging, and Burlap Wholesalers

Establishments primarily engaged in the wholesale distribution of textile bags, and bagging burlap, and canvas and felt products.

## 4229904 Other Nondurable Goods Wholesalers

Establishments primarily engaged in the wholesale distribution of nondurable goods (except office supplies, druggists' sundries, apparel, groceries, chemical products, petroleum products, alcoholic beverages, farm supplies, books, periodicals, florists supplies; paint supplies, and art goods).

## Appendix C. <br> Coverage and Methodology

## MAIL/NONMAIL UNIVERSE

For the wholesale sector all firms were sent questionnaires to be completed and returned to the Census Bureau by mail. This sector does not have a nonmail universe. For most very small firms with employment, abbreviated data was collected using a short form. These records provided basic information on location, kind of business, sales, payroll, number of employees, and legal form of organization. Nonemployers were not included in the scope of the wholesale sector.

## INDUSTRY CLASSIFICATION OF ESTABLISHMENTS

The classifications for all establishments in this sector were assigned in accordance with the 1997 North American Industry Classification System (NAICS) Manual, United States. NAICS is a common classification system developed by the United States, Canada, and Mexico. This system replaces the 1987 Standard Industrial Classification (SIC) that was used in previous censuses. Appendix A of the 1997 NAICS manual provides information on the comparability between the 1987 SIC and 1997 NAICS. More information on NAICS is available in the NAICS manual and at www.census.gov/naics.

## RELIABILITY OF DATA

The accuracy of these tabulated data is determined by the joint effects of the various nonsampling errors or by the joint effects of sampling and nonsampling errors. No direct measurement of these effects has been obtained, except for estimation for missing or misreported data; however, precautionary steps were taken in all phases of the collection, processing, and tabulation of the data in an effort to minimize the effects of nonsampling errors. Nonsampling errors can be attributed to many sources: inability to identify all cases in the actual universe; definition and classification difficulties; differences in the interpretation of questions; errors in recording or coding the data obtained; and other errors of collection, response, coverage, and estimation for missing or misreported data.

The Census Bureau obtains limited information extracted from administrative records of other Federal agencies. This information is used in conjunction with other information available to the Census Bureau to develop estimates for nonemployers, small employers, and other establishments for which responses were not received in time for publication.

## TREATMENT OF NONRESPONSE

Census report forms included two different types of inquiries, "basic" and "industry-specific." Data for the basic inquiries, which included location, kind of business or operation, sales, payroll, number of employees, and legal form of organization, were available from a combination of sources for all establishments. Data for industryspecific inquiries, tailored to the particular kinds of business or type of operation covered by the report, were available only from the establishments that completed the appropriate inquiries on the questionnaire.

Two methods were used to account for nonresponse to industry-specific inquiries. For some inquiries, missing data were imputed for individual records based on responses from similar establishments. For other inquiries, the total of reported data was expanded to represent 100 percent of the universe. Data presented for industryspecific inquiries based on a December 31 reference date were expanded in direct relationship to total sales of only those establishments in business at the end of the year. Unless otherwise noted in specific reports, data for other industry-specific inquiries were expanded in direct relationship to total sales of all establishments included in the category. In a few cases, expansion on the basis of sales was not appropriate, and another basic data item was used as the basis for expansion.

All reports in which data were expanded to account for nonrespondents include a coverage indicator for each publication category, which shows the sales of establishments responding to the industry-specific inquiry as a percent of total sales for all establishments for which data are shown. For some inquiries, coverage is determined by the ratio of total payroll or employment of establishments responding to the inquiry to total payroll or employment of all establishments in the category.

## Appendix D. Geographic Notes

## DISTRICT OF COLUMBIA

There are no geographic notes for the District of Columbia.

## Appendix E. Metropolitan Areas

## DISTRICT OF COLUMBIA

Washington, DC-MD—VA—WV PMSA

District of Columbia, DC
Calvert County, MD
Charles County, MD
Frederick County, MD
Montgomery County, MD
Prince George's County, MD
Arlington County, VA
Clarke County, VA
Culpeper County, VA
Fairfax County, VA
Fauquier County, VA
King George County, VA
Loudoun County, VA
Prince William County, VA
Spotsylvania County, VA
Stafford County, VA
Warren County, VA
Alexandria, VA (IC)
Fairfax, VA (IC)
Falls Church, VA (IC)
Fredericksburg, VA (IC)
Manassas, VA (IC)
Manassas Park, VA (IC)
Berkeley County, WV
Jefferson County, WV
Washington-Baltimore, DC-MD—VA—WV CMSA
Baltimore, MD PMSA
Anne Arundel County, MD
Baltimore County, MD
Carroll County, MD

Washington-Baltimore, DC-MD—VA—WV
CMSA-Con.

Baltimore, MD PMSA—Con.
Harford County, MD
Howard County, MD
Queen Anne's County, MD
Baltimore, MD (IC)
Hagerstown, MD PMSA
Washington County, MD
Washington, DC—MD—VA—WV PMSA
District of Columbia, DC
Calvert County, MD
Charles County, MD
Frederick County, MD
Montgomery County, MD
Prince George’s County, MD
Arlington County, VA
Clarke County, VA
Culpeper County, VA
Fairfax County, VA
Fauquier County, VA
King George County, VA
Loudoun County, VA
Prince William County, VA
Spotsylvania County, VA
Stafford County, VA
Warren County, VA
Alexandria, VA (IC)
Fairfax, VA (IC)
Falls Church, VA (IC)
Fredericksburg, VA (IC)
Manassas, VA (IC)
Manassas Park, VA (IC)
Berkeley County, WV
Jefferson County, WV


[^0]:    -- Not applicable for this report.

[^1]:    See footnotes at end of table.

[^2]:    See footnotes at end of table.

[^3]:    ${ }^{1}$ Includes sales information obtained from administrative records of other Federal agencies.
    ${ }^{2}$ Includes sales information which was imputed based on historic company ratios or administrative records, or on industry averages.

